STANFORD BUSINESS GRADUATE SCHOOL OF | CareerHub

Stanford Graduate School of Business

Resume Book

Graduation Term: Summer 2022, Spring 2022

TABLE OF CONTENTS

#	STUDENT NAME	PROGRAM CLASS
1	Marcel Abe	MSx - 2022
2	Mariana Afonso	MSx - 2022
3	Jagriti Agrawal	MBA - 2022
4	Martin Aguinis	MBA - 2022
5	Kelsey Aijala	MBA - 2022
6	Sarah Alexander	MBA - 2022
7	Kamil Ali	MBA - 2022
8	Luis Allende Santa Cruz	MBA - 2022
9	Mashary AlShaman	MSx - 2022
10	Alejandra Alvarez Heinemeyer	MBA - 2022
11	Travis Anderson	MBA - 2022
12	Vicente Ariztia	MSx - 2022
13	Julian Atehortua	MBA - 2022
14	Brad Austin	MBA - 2022
15	Marcia Austin	MBA - 2022
16	Kaitlyn Baab	MBA - 2022
17	Karen Baert	MBA - 2022
18	Daniela Bahamon Arango	MSx - 2022
19	Christina Baladis	MBA - 2022
20	Jamie Balsillie	MBA - 2022
21	Andrew Barnett	MBA - 2022
22	Joseph Barnett	MBA - 2022
23	Lauren Barriere	MBA - 2022
24	Nick Bashour	MBA - 2022
25	Andrew Beck	MBA - 2022
26	Kendall Beckett	MBA - 2022
27	Caroline Begleiter	MBA - 2022
28	Diego Bein	MSx - 2022
29	Andres Benavides	MBA - 2022
30	Alexander Bennett	MBA - 2022
31	Catherine Berner	MBA - 2022
32	Vanessa Bernick	MBA - 2022
33	Ravi Bhatt	MBA - 2022
34	Robert Binkowski	MBA - 2022
35	Rustom Birdie	MBA - 2022
36	Nicole Blake	MBA - 2022
37	Madeline Blocki	MBA - 2022
38	Gaurab Bose	MBA - 2022
39	Benjamin Boss	MBA - 2022
40	Tyler Brandon	MBA - 2022
41	Julianne Brands	MSx - 2022
42	Thilo Braun	MBA - 2022
43	Erin Brennan	MBA - 2022
44	Chester Brown	MBA - 2022
45	Spenser Brown	MBA - 2022
46	Jason Buchel	MBA - 2022

47	Sarah Buchner	MBA - 2022
48	Kate Buellesbach	MBA - 2022
49	Daniel Bujanos Cano	MBA - 2022
50	Kellyann Burlage	MBA - 2022
51	James Burns	MBA - 2022
52	Will Butcher	MBA - 2022
53	Joe Byers	MBA - 2022
54	Rene Caissie	MSx - 2022
55	Emily Cambern	MBA - 2022
56	Stephen Cameron	MBA - 2022
57	Sebastian Cao	MSx - 2022
58	Emily Casey	MBA - 2022
59	Alex Chang	MBA - 2022
60	Christy Chang	MBA - 2022
61	Alex Chen	MBA - 2022
62	Ryan Chen	MBA - 2022
63	Vickie Chi	MBA - 2022
64	Swathi Chidambaram	MBA - 2022
65	Lillian Childress	MBA - 2022
66	Cassie Coash	MBA - 2022
67	Christopher Cobham	MBA - 2022
68	Matthew Colford	MBA - 2022
69	Jordan Conger	MBA - 2022
70	Ben Conrad	MBA - 2022
71	Jorge Cordero Enriquez	MBA - 2022
72	Allison Cowie	MBA - 2022
73	Mateo Creamer	MBA - 2022
74	Brian Cronin	MBA - 2022
75	Robert Crown	MBA - 2022
76	David Dadey	MBA - 2022
77	Gabriella D'Agosto	MBA - 2022
78	Ying Dai	MBA - 2022
79	Blair Darrell	MBA - 2022
80	Laura D'Asaro	MBA - 2022
81	Leia de Guzman	MBA - 2022
82	William Dean	MBA - 2022
83	Mario Del Cueto	MBA - 2022
84	Kenneth DeLeon	MSx - 2022
85	Juan Gabriel Delgado Montes	MBA - 2022
86	Tessa Denning	MBA - 2022
87	Matan Derman	MSx - 2022
88	Matt Devine	MBA - 2022
89	Julian Dickenson	MBA - 2022
90	Harrison DiGia	MBA - 2022
91	Diana Ding	MBA - 2022
92	Edison Ding	MBA - 2022
93	Maya DiRado	MBA - 2022
94	Hillary Do	MBA - 2022
95	Catherine Donahoe	MBA - 2022
96	Sarah Donaldson	MBA - 2022
97	Kunal Doshi	MSx - 2022

98	Tony Douglas	MBA - 2022
99	Anny Dow	MBA - 2022
100	Nick Droege	MBA - 2022
101	Alon Dror	MBA - 2022
102	Alexander Du	MBA - 2022
103	Yasmin Dunsky	MBA - 2022
104	Zoe Durand	MBA - 2022
105	Meihua Eddy	MSx - 2022
106	Marcus Edwards	MBA - 2022
107	Alexandra Eitel	MBA - 2022
108	Mahamad El Tanahy	MSx - 2022
109	Divya Elango	MBA - 2022
110	Kimiloluwa Fafowora	MBA - 2022
111	John Fagan	MBA - 2022
112	Hannah Farr	MBA - 2022
113	Jonathan Faubert	MBA - 2022
114	Kevin Fauzie	MBA - 2022
115	Steven Ferreira	MBA - 2022
116	Nicole Feshbach	MBA - 2022
117	Mackenzie Findlay	MBA - 2022
118	Henry Finkelstein	MSx - 2022
119	Grace Fish	MBA - 2022
120	McKenzie Folan	MBA - 2022
121	James Fong	MBA - 2022
122	Charles Foote	MBA - 2022
123	Joslyn Fox	MBA - 2022
124	John Foye	MBA - 2022
125	David Franks	MBA - 2022
126	Colin Fraser	MBA - 2022
127	Andrew Freiman	MBA - 2022
128	Noah Frick	MBA - 2022
129	Gonzalo Gallardo	MBA - 2022
130	Juliette Garay	MBA - 2022
131	Omar Garza	MBA - 2022
132	Royce Gene	MBA - 2022
133	Samuel Genecin	MBA - 2022
134	Will George	MBA - 2022
135	Matan Gewetta	MBA - 2022
136	Ruby Ghastin	MBA - 2022
137	Mayank Girdhar	MSx - 2022
138	Ritij Goel	MBA - 2022
139	Alex Gold	MBA - 2022
140	Benjamin Goldwater	MBA - 2022
141	Susie Gomm	MBA - 2022
142	C.C. Gong	MBA - 2022
143	Eva Gonzalez	MBA - 2022
144	Julia Goodman	MBA - 2022
145	Caroline Gray	MBA - 2022
146	Stephanie Grayson	MBA - 2022
147	Nina Greenebaum	MBA - 2022
148	Devin Grossman	MBA - 2022

149	Pilar Guerra	MBA - 2022
150	Ruchi Gupta	MBA - 2022
151	Angela Ha	MBA - 2022
152	Tara Haase	MBA - 2022
153	Dylan Hallman	MBA - 2022
154	Andrew Hanna	MBA - 2022
155	Hannes Harnack	MBA - 2022
156	Megan Hastings	MBA - 2022
157	Devin Hedgepeth	MBA - 2022
158	Michael Heider	MBA - 2022
159	Jennifer Heil	MSx - 2022
160	Kevin Helgren	MBA - 2022
161	Katy Honda	MBA - 2022
162	Julianne Howell	MBA - 2022
163	Hannah Hsieh	MBA - 2022
164	Summer Hu	MBA - 2022
165	Cindy Huang	MBA - 2022
166	Alwin Hui	MBA - 2022
167	Meghan Hunter	MBA - 2022
168	Jonathan Hurowitz	MBA - 2022
169	Jenna Hussein	MBA - 2022
170	Lana Idris	MBA - 2022
171	Kemie Iko	MBA - 2022
172	Myrel Iturrey	MBA - 2022
173	Sagar Iyer	MBA - 2022
174	Sanjay Iyer	MBA - 2022
175	Andrew Jacobsberg	MBA - 2022
176	Rebecca Jacobson	MBA - 2022
177	Rajendra Jadhav	MSx - 2022
178	Adeesh Jain	MBA - 2022
179	Tarek Jallad	MSx - 2022
180	Christoph Jamann	MBA - 2022
181	Jeffrey Jang	MBA - 2022
182	Durga Jayaraman	MBA - 2022
183	Alvina Jiao	MBA - 2022
184	Yue Jiao	MBA - 2022
185	Warfa Jibril	MBA - 2022
186	Patrick Johnson	MSx - 2022
187	Bryan Jones	MBA - 2022
188	Caroline Jung	MBA - 2022
189	Monika Juzwiak	MBA - 2022
190	Roberto Kafati	MBA - 2022
191	Aly Kassim-Lakha	MBA - 2022
192	Veena Katragadda	MBA - 2022
193	Antonie Katscher Vera	MBA - 2022
194	Diego Kaulen Zegers	MBA - 2022
195	Rob Keene	MBA - 2022
196	Cedric Kemayou	MSx - 2022
197	Adam Keppler	MBA - 2022
198	Adrian Kerester	MBA - 2022
199	Daniel Kim	MBA - 2022

200	Soyeon Kim	MBA - 2022
201	Keertan Kini	MBA - 2022
202	Ahmet Serhat Kirici	MBA - 2022
203	Morgan Kiss	MBA - 2022
204	Henry Klingenstein	MBA - 2022
205	John Koelliker	MBA - 2022
206	Eric Kotin	MBA - 2022
207	Benjamin Kramer	MBA - 2022
208	Jason Kremers	MBA - 2022
209	Kathy Ku	MBA - 2022
210	Yian Lai	MBA - 2022
211	Miki Lainovic	MBA - 2022
212	Eliza LaJoie	MBA - 2022
213	Karim Lalji	MSx - 2022
214	Jill Lanney	MBA - 2022
215	Santiago Larrain Baraona	MBA - 2022
216	Jack Laszlo	MBA - 2022
217	George Laub	MBA - 2022
218	Hailey Lee	MBA - 2022
219	Joo Hyun Lee	MSx - 2022
220	Richard Lee	MBA - 2022
221	Elle Lehman	MBA - 2022
222	Sydney Lehman	MBA - 2022
223	Scott Levin Gesundheit	MBA - 2022
224	Lucas Levine	MBA - 2022
225	Dorothy Li	MSx - 2022
226	Eric Li	MBA - 2022
227	George Li	MBA - 2022
228	Alexa Liautaud	MBA - 2022
229	Kristin Lim	MBA - 2022
230	Michael Lin	MSx - 2022
231	Emilia Ling	MBA - 2022
232	Samuel Linville	MBA - 2022
233	Connie Liu	MBA - 2022
234	Monica Liu	MBA - 2022
235	Andrew Loh	MBA - 2022
236	Quique Lores	MBA - 2022
237	PJ Loury	MBA - 2022
238	Connor Love	MBA - 2022
239	Nina Lu	MBA - 2022
240	Roy Lu	MBA - 2022
241	Mary Ellen Luck	MBA - 2022
242	Morgan Lundblad	MBA - 2022
243	Jesse Lusa	MBA - 2022
244	Stephen Lynch	MBA - 2022
245	Dorsa Malek	MBA - 2022
246	Harpreet Mangat	MBA - 2022
247	Gus Marquez	MBA - 2022
248	Ryan Martin	MBA - 2022
249	Bruno Martins	MBA - 2022
250	Melissa Marts	MBA - 2022

251	Drew Marx	MBA - 2022
252	Abigail Mathieson	MBA - 2022
253	Benjamin Matthews	MBA - 2022
254	Zoe Mattingly	MBA - 2022
255	Eric Mattson	MBA - 2022
256	Susannah Maybank	MBA - 2022
257	Julia McKusick	MBA - 2022
258	Will McTighe	MBA - 2022
259	Ibiza Medina	MBA - 2022
260	Jonathan Meier	MSx - 2022
261	Evan Mendez	MBA - 2022
262	Amanda Meyer	MBA - 2022
263	Orly Michaeli	MBA - 2022
264	Christophe Michotte	MSx - 2022
265	Clifford Miller	MBA - 2022
266	Glynnis Millhouse	MBA - 2022
267	Kiya Mirshahi	MBA - 2022
268	Pia Mishra	MBA - 2022
269	Peter Mistretta	MBA - 2022
270	Kesaobaka Modukanele	MBA - 2022
271	Carlos Montesinos	MSx - 2022
272	Alessia Morales	MBA - 2022
273	Taiki Morita	MBA - 2022
274	Kate Mosle	MBA - 2022
275	Nandini Mullaji	MBA - 2022
276	Yanick Mulumba	MBA - 2022
277	Jaime Muñoz	MBA - 2022
278	Ali Nahm	MBA - 2022
279	Elizabeth Nakamura	MBA - 2022
280	Masahiro Nakanishi	MBA - 2022
281	Anna Nakayasu	MBA - 2022
282	Yosef Negussie	MBA - 2022
283	Amanda Neilson	MBA - 2022
284	Arne Neumann	MBA - 2022
285	Chloe Nguy	MBA - 2022
286	Phan Nguyen	MBA - 2022
287	Viet Nguyen	MBA - 2022
288	Maka Ngwenya	MBA - 2022
289	Julius Niehaus	MBA - 2022
290	Dylan Nugent	MBA - 2022
291	Chisom Obi-Okoye	MBA - 2022
292	Anica Oesterle	MBA - 2022
293	Omri Ofir	MBA - 2022
294	Michael Oguike	MBA - 2022
295	Izunna Okonkwo	MBA - 2022
296	Melanie Okuneye	MBA - 2022
297	Carolina Oliveira	MBA - 2022
298	Conor O'Meara	MBA - 2022
299	Joel Ostdiek	MBA - 2022
300	Pablo Ovalle Bambach	MBA - 2022
301	Orly Oz Bejerano	MSx - 2022

302	Vaskar Pahari	MBA - 2022
303	Caitlyn Pang	MBA - 2022
304	Marshal Pang	MSx - 2022
305	David Pardavi	MBA - 2022
306	Eun Min Park	MBA - 2022
307	Grzegorz Parosa	MBA - 2022
308	Sachin Patel	MBA - 2022
309	Mariano Payano	MBA - 2022
310	Humberto Pedrero Moreno	MSx - 2022
311	Sigalit Perelson	MBA - 2022
312	Petra Petrich	MSx - 2022
313	Benjamin Pettigrew	MSx - 2022
314	Tracy Pham	MSx - 2022
315	Lindsay Picard	MBA - 2022
316	Udit Pillay	MBA - 2022
317	Leila Pirbay	MBA - 2022
318	Yvonne Ploder	MBA - 2022
319	Drake Pooley	MBA - 2022
320	Pooja Pradhan	MBA - 2022
321	Caroline Pringle	MBA - 2022
322	Casey Prohaska	MBA - 2022
323	Edwin Qian	MBA - 2022
324	Emma Ractliffe	MBA - 2022
325	Florin Radu	MBA - 2022
326	Varsha Raghavan	MBA - 2022
327	Regina Ramos Aranda	MBA - 2022
328	Neil Rangwani	MBA - 2022
329	Mansoor Rathore	MBA - 2022
330	Marisa Reddy	MBA - 2022
331	Neil Rens	MBA - 2022
332	Paola Retes Pineda	MBA - 2022
333	Glen Richardson	MBA - 2022
334	Dan Richey	MBA - 2022
335	Dany Rifkin	MBA - 2022
336	Dylan Robbins	MBA - 2022
337	Davon Robertson	MBA - 2022
338	Darryl Robinson	MBA - 2022
339	Emily Rogers	MBA - 2022
340	Nicole Rojas	MBA - 2022
341	Ricardo Rosales	MBA - 2022
342	Tommy Rosenkranz	MBA - 2022
343	Ariadne Rosenthal	MBA - 2022
344	Suchit Rout	MSx - 2022
345	Peter Rozanski	MBA - 2022
346	Sarah Runkle	MBA - 2022
347	Padmanava Sadhukhan	MSx - 2022
348	Nick Saltarelli	MBA - 2022
349	Alex Salton	MBA - 2022
350	Robert Scales	MBA - 2022
351	Tamar Schamroth	MBA - 2022
352	Jingwei Schell	MBA - 2022

353	Jeremy Scott	MBA - 2022
354	William Scott	MBA - 2022
355	Thomas Sengmany	MBA - 2022
356	Ashley Shaffer	MBA - 2022
357	Kelly Shan	MBA - 2022
358	Kayj Shannon	MBA - 2022
359	Casey Sheldon	MBA - 2022
360	Andrea Shen	MBA - 2022
361	Joy Shen	MBA - 2022
362	Siyu Shi	MBA - 2022
363	Reuben Shorser	MBA - 2022
364	Siddarth Shrikanth	MBA - 2022
365	Jonathan Siktberg	MBA - 2022
366	Frances Simpson-Allen	MBA - 2022
367	Kate Sliunkova	MBA - 2022
368	Mirrin Snel	MBA - 2022
369	Amanda So	MBA - 2022
370	Archana Sohmshetty	MBA - 2022
371	Caroline Sohr	MBA - 2022
372	Nancy Song	MBA - 2022
373	Willian Sorg	MBA - 2022
374	Jose Soto	MSx - 2022
375	Fernanda Sottil De Aguinaga	MBA - 2022
376	Alexander Southmayd	MBA - 2022
377	Anthony Spaelti	MBA - 2022
378	Timothy Spencer	MBA - 2022
379	Archana Srivatsan	MSx - 2022
380	Emily Stebbins	MBA - 2022
381	Caleb Stenholm	MBA - 2022
382	Iana Stoytcheva	MBA - 2022
383	Christopher Stromeyer	MBA - 2022
384	Franco Sturla	MBA - 2022
385	Nattavadee Suchato	MBA - 2022
386	Sydney Sykes	MBA - 2022
387	Mari Takino	MBA - 2022
388	Margot Taylor	MBA - 2022
389	Joan Thompson	MBA - 2022
390	Anca Timofte	MBA - 2022
391	Hiroaki Torii	MSx - 2022
392	Patrick Toth	MBA - 2022
393	Shantel Tse	MBA - 2022
394	Chinedum Umachi	MBA - 2022
395	Natalie Urban	MBA - 2022
396	Mireille van Dongen	MBA - 2022
397	Rajesh Vasandani	MSx - 2022
398	Jean-Pierre Vertil	MBA - 2022
399	Joe Viater	MBA - 2022
400	Mollie Viater	MBA - 2022
401	Jordi Vila Hernandez de Lorenzo	MBA - 2022
402	Sravya Vishnubhatla	MBA - 2022
403	Philip von Hahn	MBA - 2022

404	David Wagura	MBA - 2022
405	Satoko Wakasa	MSx - 2022
406	Joseph Walters	MBA - 2022
407	Zachary Walters	MBA - 2022
408	Annie Wang	MBA - 2022
409	Michelle Wang	MBA - 2022
410	Pengpeng Wang	MSx - 2022
411	Sylvia Wang	MBA - 2022
412	Mathieu Wardrop	MBA - 2022
413	William Warley	MBA - 2022
414	Tanner Waterstreet	MBA - 2022
415	John Watson	MBA - 2022
416	Austin Welch	MBA - 2022
417	Sophia Weng	MBA - 2022
418	Brent Westbrook	MBA - 2022
419	Benjamin White	MBA - 2022
420	Bridget Willke	MBA - 2022
421	Jacob Wirfel	MBA - 2022
422	Kevin Wittenberg	MBA - 2022
423	Kyle Wolstencroft	MBA - 2022
424	Gang Wu	MSx - 2022
425	Michelle Xie	MBA - 2022
426	Shelley Xu	MBA - 2022
427	Andrew Yakulis	MSx - 2022
428	Hank Yan	MBA - 2022
429	Boxian Ye	MSx - 2022
430	Stephanie Yi	MBA - 2022
431	Wenjia Yu	MBA - 2022
432	Michael Yules	MBA - 2022
433	Davide Zanchi	MBA - 2022
434	Dimitri Zaninovich	MSx - 2022
435	Greg Zegas	MBA - 2022
436	Lucas Zelnick	MBA - 2022
437	Ricardo Zendejas	MSx - 2022
438	Jia Xin Zeng	MBA - 2022
439	Jenna Zerker	MBA - 2022
440	Jeff Zhang	MBA - 2022
441	Jingwen Zhang	MBA - 2022
442	Jue Zhang	MSx - 2022
443	Melissa Zhang	MBA - 2022
444	Evgeniy Zhdanov	MSx - 2022
445	Jonah Zheng	MBA - 2022
446	Stephanie Zhou	MBA - 2022
447	Jo Zhu	MBA - 2022
448	Shengchu Zhu	MSx - 2022
449	Thompson Zhuang	MBA - 2022
450	Gangwei Zhuo	MSx - 2022
451	Ahmed Zifzaf	MBA - 2022
452	Anna Zimmerman	MBA - 2022
453	Nate Zupan	MBA - 2022

MARCEL TAKESHI ABE, CFA

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PROFESSIONAL EXPERIENCE

2013 - 2020 **EIG GLOBAL ENERGY PARTNERS** **Rio de Janeiro, Brazil**

Private Equity fund manager focused on energy and infrastructure ($22 bn AUM)

Brazil Country Manager, Senior Vice President

- Senior member of the investment team focused on opportunities in the energy and infrastructure sectors in Brazil and other Latin American countries
- Originated and executed transactions in the energy and infrastructure sectors worth $15 bn
- Built and managed the second largest geographic representation within EIG's portfolio in terms of Assets Under Management ($2 bn)
- Appointed Country Manager; managerial responsibilities include HR, compliance, recruiting, IT and procurement
- Led the recruiting efforts in the region, helping the firm grow its staff by 150%
- Received the highest rating among all presenters in the company's 2019 Annual Investor Meeting

2014 - 2020 **TBG GAS PIPELINE (EIG portfolio company)** **Rio de Janeiro, Brazil**

Operator of the natural gas pipeline that connects Bolivian reserves to major economic hubs in Brazil

Board Member

- Advised the management team on the negotiation of a $700 mm gas transportation contract with the national Oil & Gas regulator in the first process with such size and importance in Brazil
- Represented the company in discussions with the Ministry of Energy and the Oil & Gas regulator about the development of the new gas law in Brazil

2019 - 2020 **PRUMO LOGÍSTICA (EIG portfolio company)** **Rio de Janeiro, Brazil**

Holding company responsible for the development of the Açu Port, the largest private port in Brazil

Member of the Audit Committee

- Advised senior officers on activities related to liquidity management and financing
- Assisted the management team in the development of annual budgets
- Developed a restructuring program to improve core processes and save over $10 mm in annual recurring expenses

2018 - 2019 **MLOG S.A. (EIG portfolio company)** **Rio de Janeiro, Brazil**

Mining company engaged in the production of high-grade iron ore with integrated logistics

Board Member

- Led the origination, negotiation and execution of an agreement with the controlling shareholder to sell 100% of EIG's stake at the company

2012 - 2013 **NEXA RESOURCES S.A. (Formerly VOTORANTIM METAIS)** **Sao Paulo, Brazil**

Global mining company that operates in the non-ferrous metal market

Head of Special Projects Group

- Led the structuring and capital raising of a $1.0 bn mining project located in the North region of Brazil
- Coordinated business units in the strategic planning process, supporting the definition of short and long-term goals, budgets and business plans

2006 - 2012 **BANK OF AMERICA MERRILL LYNCH**

Global investment bank and financial services company

2008 - 2012 **Vice President, M&A Latin America** **New York, USA**

2006 - 2008 **Associate, Investment Banking** **Sao Paulo, Brazil**

- Led cross-functional teams in the origination and execution of over $12 bn in cross-border M&A and capital markets transactions across various sectors and regions in Latin America
- Co-originated and executed an M&A deal in the consumer industry that generated $30 mm in fees
- Consistently ranked within the top quartile in annual performance reviews
- Staffer in the LatAm M&A group; managed the annual review process of analysts and associates from 2010 through 2012

2004 - 2006 **STERN VALUE MANAGEMENT (Formerly STERN STEWART & CO.)** **Sao Paulo, Brazil**

Strategy consulting firm specialized in Value-Based Management

Project Manager, Corporate Finance Group

- Coordinated several corporate finance advisory projects focused on shareholder value creation for companies in Brazil, Argentina, and Peru
- Implemented the EVA concept in clients such as Ambev, Quilmes, and ArcelorMittal
- Developed financial models based on methodologies such as Discounted Cash Flow, Leveraged Buyout, and Economic Value Added
- Built a complex VBA-based financial model to assess the optimal capital structure of Ambev

ADDITIONAL EXPERIENCE

2003 – 2003	ITAÚ UNIBANCO, Senior Analyst, Mergers and Acquisitions Group	Sao Paulo, Brazil
2002 – 2003	DELOITTE CONSULTING, Consultant, Financial Services	Sao Paulo, Brazil
2000 – 2002	ERNST & YOUNG, Analyst, Corporate Finance Group	Sao Paulo, Brazil

EDUCATION

2021 - 2022 **STANFORD GRADUATE SCHOOL OF BUSINESS** **Stanford, CA**

MSx Program, Sloan Fellows

- Full-time, accelerated master's program designed for global leaders at Director/Executive level
- Executive Assessment – 161
- STEM M.S. in Management, 3-year U.S. Work Authorization (OPT)

2001 - 2003 **FGV – EAESP (FUNDAÇÃO GETÚLIO VARGAS)** **Sao Paulo, Brazil**

Specialization course in Business Administration (CEAG)

- 570 credit hours
- GPA: 7.46/10.00
- Concentration in Finance

1996 - 2000 **ESCOLA POLITÉCNICA DA UNIVERSIDADE DE SÃO PAULO** **Sao Paulo, Brazil**

Bachelor of Science in Civil Engineering

- GPA: 6.7/10.0 (83rd percentile)
- Graduated with 100% approval rate (no failing grades)
- 1st place in the National Undergraduate Exam coordinated by the Ministry of Education (score 91.0/100.0); earned a scholarship for a graduate degree in Engineering
- Attended 2-month Business English Summer Course at UC Berkeley

ADDITIONAL INTERESTS

- Certification: CFA® - Chartered Financial Analyst (2008); NASD Series 7 and 63 certified (2008).
- Languages: Fluent in English and Spanish; Native speaker of Portuguese
- Other development courses: 2007 Wharton Executive Education (Corporate Finance); 2006 Merrill Lynch Associate Training; 2003 Aswath Damodaran (Valuation); 2001 USP (Accounting)
- Sports enthusiast: soccer, tennis, obstacle course racing; amateur guitar player; avid traveler (24 nations)

MARIANA LOPEZ DE HEREDIA AFONSO

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EDUCATION

UNIVERSITY OF SAO PAULO Pirassununga, SP
Engineering Undergraduate, Food Engineering 2005-2010

- Marketing VP and Sports Director at Athletic Association
- CoFounder of EmpregAlim

UNIVERSITÉ MONTPELLIER SUPAGRO Montpellier, FR
Master of Business and Finance (3ème année Master) 2008 – 2009
Courses: Marketing, Finance, People Management and Accounting

EXPERIENCE

PRONUTRITION – Family Business **Campinas, SP Brazil**
Food Industry Innovator – developer, manufacturer and copacker/co-manufacturer of functional food products, sports nutrition and nutraceutical industry <45 employees>
Business Development & Open Innovation **Jan/2017 – Aug/2021**

- Coordinated, led and implemented new strategic planning to shift main business from B2C to B2B from 2018 until today, due to necessity of recovery and achieve business viability;
- Developed and led the implementation of People Annual Evaluation cycle, managing annual targeting setting, feedback cycle and Individual Development Plan (IDP);
- Led company transformation through recruiting, culture development and establishment and redesign of the company's core business through analyzing our strengths and team passions.

FAMILY COUNCIL **Campinas, Brazil**
Support and make joint decisions for all family businesses, developing mid- to long-term strategy and succession strategy to guarantee family cohesion
Council Member **Jan/2013 - Current**

- Responsible, along with my two siblings, for supporting cofounders (my parents) in decision making using data analysis, outside-business knowledge and brainstorming.
- In the last seven years of council, we have been through businesses acquisitions, mergers, and the sale of our largest business.
  Meetings held 2-3 times per month

AB-INBEV **Porto Alegre and Belo Horizonte, Brazil**
World's largest brewery with total revenue of 57bi USD, present in 25 countries worldwide
Regional Marketing Manager - **Jan./2016-Sept./2016**

- Leveraged marketing strategies in South Region (17% of Brazil Total volume)
- Rolled out and accompanied marketing regional campaigns for main brands such as Budweiser, Skol and Brahma, with a gain of 3.3pp market share during the period
- Performed Public Relation with cities' mayors and public organizations – Led "Projeto Skol Ultra de Incentivo ao esporte" awarded as the year's most disruptive project by Florianópolis city council
- Led five 2nd line managers and 55 indirect employees (coordinators, supervisors and marketing subsidiaries)
- Awarded best Regional Marketing Manager (among 8) for 1H/2016

Trade Marketing Corporate Manager – On Trade channel **Sao Paulo, Brazil**
Dec/2014 – Dec2015

- Managed the biggest (U$70M) budget in Sales Corporate Unit to implement nationally four Market Programs for volume growth and market development
- Developed and launched ABI's largest Market Program (100k associated clients) and managed its performance, increasing sales volume by 11% in a year.
- Elaborated and launched Trade Marketing Pillar of SPO (Sales Process Optimization) sing benchmark from VPO – industrial standardized business operating system
- Analyzed and planned 1 year and 3-year financial and strategic plan for Brazil Trade Marketing BU
- Prepared material for board and VP meetings

MARIANA LOPEZ DE HEREDIA AFONSO

Soft Drink Sales Manager – On Trade channel **Sao Paulo, Brazil**
Aug/2013- Dec/2014

- Rolled out a Black Belt (Six Sigma) project financed by PepsiCo
- Increased SD Total Volume and Beer Total Volume in 37pp and 12pp respectively
- Gained 5.6pp soft drink market share in the region and 5 points for Pepsi preference
- Developed and trained 5 supervisors, 3 of whom were promoted, one as Trainee

Sales Supervisor – On Trade channel **Sao Paulo, Brazil**
July/2012 – Aug/2013

- Led a team of 6 Sales rep with a total base of 900 clients segmented in 4 different categories
- Contributed to the highest market share gain (8.9pp) among 18 others Sales Unit in SP state
- Achieved the highest volume growth within the Sales Unit during the period

Brewing Process Coordinator **Guarulhos, Brazil**
July/2011-July/2012

- Programmed the brewing process schedule according to sales demand and liquid availability
- Reduced extract loss (one of plant' most important cost KPI) by 25% and achieved the Latin American best rate for the KPI at the end of the year
- Awarded double bonus for outstanding target achievement and area performance

Ambev Trainee **Brazil**
Jul/2010 - Jul/2011

- Selected among 30,000 applicants to join Industrial Trainee team
- Introduced to and trained for all business areas throughout the company

UNILEVER **Vinhedo, Brazil**
Supply Chain Intern **May/2010 - Jul/2010**

LEATHAMS Plc. **London, UK**
Food Technologist Intern **Jun/2008 – Sep/2008**
English Fine foods distributor with 1000+ clients in England and main food supplier for top restaurants and food chains in London

ADDITIONAL

- Volunteer and Activist at **Greenpeace Montpellier** in 2008
- Completed one-year exchange program (High school) in 2003 in Gibsons, Canada

JAGRITI AGRAWAL

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

CALIFORNIA INSTITUTE OF TECHNOLOGY (CALTECH) Pasadena, CA
Bachelors of Science, Computer Science 2017

- Upperclassmen Counselor- provided mental health support to fellow classmates and community members
- Award for Best Undergraduate Website Demo in Caltech Dept. of Computing and Mathematical Sciences

Experience

NASA JET PROPULSION LABORATORY La Cañada, CA
Artificial Intelligence Group, Product Technical Lead 2017-2020

- Technical Lead for software development of Mars 2020 rover automated activity scheduling product- first time such automated software is being used for a high-risk multi-billion dollar rover mission
- Led software lifecycle from a research prototype to a mission production tool
- Conducted regular feedback meetings with users consisting of end-to-end testing sessions which led to a new explainable AI visualization tool that was designed to explain and build trust in the system
- Implemented product features, reviewed code by other software developers, mentored and trained new software development and testing team members as well as interns

Artificial Intelligence Group, Research Data Scientist

- Conducted simulation-based data analysis to prove algorithm performance
- Wrote and published over 10 papers to various renowned Artificial Intelligence and Automated Planning and Scheduling conferences and journals as first, second, and third author
- Presented to JPL leadership, at international conferences, and at university seminars about the role of AI in space applications
- Award for Outstanding Technology Development for infusion into Mars 2020 Mission

CALIFORNIA INSTITUTE OF TECHNOLOGY (CALTECH) Pasadena, CA
Summer Undergraduate Research Fellow Summer 2016

- Used machine learning to build convolutional neural network model that can outperform human expert in video game with long term rewards
- Model took raw pixels as inputs and output feature representation and optimal player actions

OPENX Pasadena, CA
API Intern Summer 2015

- Designed and created dashboard using Sumo Logic to categorize API/UI clients to enable constant monitoring of advertising and revenue results
- Added features to PHP API Client Library to make it more user friendly

Additional

LANGUAGE SKILLS

- English, Hindi, Spanish

TECHNICAL SKILLS

- *Programming Languages:* Python, C++, x86 Assembly, Haskell, Excel, Mathematica, R
- *Operating System:* Unix, Linux, Windows
- *Web Development:* Django, Flask, PHP
- *Project Development:* GitHub, Docker, JIRA
- *Databases:* MySQL, Relational Databases, Sumo Logic, Excel
- *Requirements and Testing:* Gather user requirements, Build prototype, unit/functional/end-to-end testing

OUTREACH ACTIVITIES

- *NASA National Speaker's Bureau:* Gave educational talks and organize events for students in K-12 and college e.g. at Cal State LA, Girls Who Code, Upward Bound; STEM Ambassador for LA County Office of Education Engaging Girls in Stem
- *Tutor for School on Wheels:* Weekly tutor for student as part of a program helps educate homeless children
- *NASA JPL Advisory Council for Women Board Member:* Developed quarterly newsletter containing events geared around inclusion and outreach; as Treasurer, handled funds and reimbursements

Martín Jose Aguinis

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EXPERIENCE

AccessBell Inc: San Francisco, CA *April 2020 – Present*

Co-Founder and CEO

- Raised 500k in funding from Pear VC, UChicago, Contour Ventures, and MBA Fund to build a next-gen video software.
- Define the overall product vision & direction for the company including GTM, scale, competitive analysis, and financial modeling across a variety of industries such as sales, education, and telemedicine.
- Grew and lead our team of 8 to create solutions including a HIPAA compliant enterprise video conferencing solution for Tata, one of India's largest conglomerates, which powers their telemedicine solution servicing thousands of citizens.

Google: Mountain View, CA *September 2017 – April 2020*

Product Marketing Manager – Global Flutter Marketing Lead (https://flutter.dev/)

- Established marketing for Flutter, Google's open source mobile application development framework, including strategy and execution of all initiatives; Flutter is now the #1 fastest-growing platform among software engineers and #3 most-liked developer tool worldwide. Used by brands like Alibaba, eBay, Groupon, BMW, Capital One.
- Built a comprehensive program called Flutter Live to launch Flutter 1.0. The event resulted in 765k video views, record-breaking for a Google developer summit, 90% rise in website visits, 4x growth in daily installs.
- Launched Flutter Create (flutter.dev/create), a contest that challenged developers to build something interesting, inspiring, and beautiful with Flutter using 5KB or less of code. Resulted in 773 submissions across 60 countries.
- Keynote speaker at conferences attended by 150,000+ people total including Mobile World Congress in Spain, WeAreDevelopers in Germany, PMM World Summit in USA, and Google Developer Days in China.
- Led marketing for the livestream of Google's most important company-wide annual conference: Google I/O '18. Created online show so 99% of global developers could experience the conference, including guidebook to host viewing parties. Resulted in 1.49M livestream views (127% YoY increase), and 525 gatherings in 98 countries.

Product Marketing Manager – YouTube (Internship) & Google AI *June -– Aug '16 & Sept '18 – Jan '19*

- Co-led Marketing of World AI China Conference resulting in 2.8M+ views on social and 200+ press articles.
- Spanish-translated and recorded top 3 TensorFlow educational videos to broaden reach: https://bit.ly/2M83lxD.
- Worked cross-functionally with product, legal, UX, and engineering teams to lead the development of YouTube's virtual reality GTM strategy, establishing the value proposition, shaping content plan, identifying user segments.

EventList: Bloomington, IN *December 2015 – May 2017*

Co-Founder

- Created mobile app that allows users to share video stories tied to locations, discover nearby events, purchase tickets, and pay admission charges at venues. Grew usage to 7k+ daily active users, 15k+ views per week.

GreekRide (Bloom, LLC): Bloomington, IN *October 2013 – May 2016*

Co-Founder and CEO

- Created GreekRide, an app that enhances the safety and efficiency of fraternity and sorority transportation at universities. Used by 12 organizations with a total of 1,800 students. Grew the team to 9.

Chicago Ventures: Chicago, IL *November 2014 – May 2017*

- Represented a $40M early-stage venture capital fund in the midwest.

EDUCATION

Stanford's Graduate School of Business: Stanford, CA MBA Class of 2022

Indiana University, Kelley School of Business (Honors): Bloomington, Indiana *August 2013 – May 2017*

Bachelor of Science in Business, Highest Distinction with GPA: **3.96/4.00**

Majors: Marketing and Technology Management

- **Wells Scholar:** 1 of 18 students awarded full merit-based academic scholarship and an international study stipend.
- **Kelley Business Honors Program:** Selected from top 10% of 1,300 business students to participate.

Abroad Programs: Community service trips to India and Greece, internship in Australia, semester in Spain.

ADDITIONAL

Awards: Forbes 30 Under 30 - Marketing & Advertising, PMA's Global Product Marketing 2019 Rising Star Winner

Skills: Fluent in Spanish ◆ Modern Piano and Acoustic Guitar ◆ Running ◆ Martial Arts (Black Belt in Tae Kwon Do)

KELSEY AIJALA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS & GRADUATE SCHOOL OF EDUCATION Stanford, CA
Joint Degree: MBA and M.Ed 2022

- **Leadership for Society Scholar:** "How Creative Industries Reflect and Reinforce Racialization in the U.S."
- **Impact Design Immersion Fellow:** "Community-School Partnerships to Address Inequities in LAUSD Public Schools"
- **Relevant Coursework:** Designing for Education Ecosystems, Learning Experience Design, Strategic Leadership of Nonprofits, Problem-Solving for Social Change, Big-Data for Education Problem-Solving, Philanthropy & Society

EMERSON COLLEGE Boston, MA
B.S. Marketing Communications: Digital Media and Culture 2017

- **Honors:** Summa Cum Laude, Honors Program, Gold Key Honors Society, National Collegiate Honors Council Presenter
- **Honors Thesis:** "The Impact of Corporate Social Responsibility on Nonprofits & Consumer Prosocial Behavior"

Strategy & Media Experience

Sesame Workshop | Media & Education Nonprofit (Sesame Street Producer) New York City, NY
MBA Summer Associate, International Social Impact June – Aug. 2021

- Conducted desk research, stakeholder interviews, and focus groups to develop an actionable theory of change for Sesame Workshop's water, sanitation, and hygiene (WASH) work
- Developed and presented a program strategy for WASH—outlined a five-year plan linking Sesame Workshop activities to measurable mid-term outcomes and long-term impact, and recommended strategic opportunities for program evolution
- Produced a program budget to move WASH programs from reactive to proactive fundraising and budget planning

AMP AGENCY | Full-Service Advertising & Marketing Agency Boston, MA & New York City, NY
Manager, Business Development & Strategy May 2017 – Nov. 2020

Growth Strategy & Business Development

- Conducted CRM data analysis and portfolio review to recommend agency upsell and new business growth strategy
- Won over $5.3MM in new business in 2019, helping exceed the agency's $11.3MM growth target by $4MM+. During this period, AMP was named one of AdWeek's Top 100 Fastest Growing Agencies

Research, Analysis & Campaign Strategy

- Leveraged quantitative research tools for consumer segmentation, media landscape analysis, competitive research, and industry insights. Synthesized findings into research briefs & presented to cross-department teams to inform projects
- Co-generated hypotheses against prospective client business challenges with department leads. Conducted qualitative research to test and refine strategy in preparation for client presentations
- Partnered with Analytics team on development of clear measurement frameworks to tie pitch proposal to client business KPIs. Worked with third-party research firms to implement brand health studies for more robust outcomes tracking

Project Management & Budget Planning

- Managed project timelines and a collaborative work-flow process across departments for pitch development
- Crafted & delivered clear and compelling presentations of proposed strategy to prospective clients
- Nurtured client relationships through proposal, scope of work development, and on-boarding phases
- Developed agency fee structure and project budget allocation for projects

Education & Social Impact Experience

826 | Writing, Literacy & Education Nonprofit MA, NY, & CA
Tutor & Engagement Volunteer Apr. 2017 – Present

- Co-created and led programs for grades K-12 emphasizing creative writing as a tool for students to explore identity, advocate for themselves, and achieve academic success

RAVENSWOOD READS | Haas Center for Public Service Stanford, CA
Literacy Tutor & Research Study Participant Jan. – June 2021

- Designed and implemented lesson plans for K-3 students to support five key reading comprehension components
- Ran student assessments to monitor progress toward narrowing grade-level reading gap

Programs

Research & Data Analysis: Mintel, Simmons-MRI, RStudio, Excel, Tableau, PowerBI

Design: Illustrator, InDesign, Photoshop, Keynote, PowerPoint

Sarah Alexander

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

DARTMOUTH COLLEGE Hanover, NH
Bachelor of Arts, Environmental Studies and Government 2014
- Magna Cum Laude
- Rufus Choate Scholar (First Honors)

Experience

BLUE HAVEN INITIATIVE Nairobi, Kenya and Boston, MA
Venture capital fund focused on impactful African fintech, energy and logistics investments
Investment Associate 2017 –2020
- Performed all investment and portfolio management activities for a $50 M debt and equity fund, reporting directly to Managing Director
- Sourced and screened pipeline of 500+ deals annually; led qualitative and financial diligence activities including valuation models, diligence conversations and bespoke analysis
- Authored and presented full investment memos for review by Investment Committee; $11 million of deals presented
- Spearheaded post-investment engagement strategy, providing strategic and operational support to nine portfolio companies
- Re-designed financial and impact reporting systems, generating quarterly and annual presentations
- Spoke on behalf of BHI at conferences and panels, including HBS Energy Forum (Cambridge), Unlocking Solar Conference (Kigali), Africa Tech Week (Cape Town)

OLIVER WYMAN Boston, MA
Global management consulting firm
Consultant, Senior Consultant, Associate 2015 - 2017
- Acquired extensive teamwork experience supporting large and international corporations across energy, healthcare, education, hospitality and corporate banking industries, working on growth and market entry strategy, project management optimization and pricing
- Conducted analysis of large datasets and market trends, leading and performing primary and secondary research, writing presentations for a variety of audiences, and managing junior level resources
- Winner of 2015 Sustainable Finance competition, with idea published in Financial Services white paper and shared with top banking clients
- Additional roles include: WOW Lead (women's resource group), Head of Dartmouth recruiting, Leader of Innovation Competition team

ACUMEN FUND New York City, NY
Venture philanthropy fund for companies tackling poverty
Post Investment Associate 2016
- Designed a Sales and Marketing toolkit for social entrepreneurs working in emerging markets
- Facilitated summit in Nairobi to train 20+ Sales and Marketing leads

STREET FOOD BIODIESEL New Delhi, India
Social enterprise with a triple bottom line
Co-Founder 2013 - 2015
- Founded a start-up company that generates biodiesel from waste cooking oil from street food vendors in New Delhi; raised $15k+ in angel funding
- Successfully ran pilot of business; Semi-finalist in Dartmouth Ventures competition at Tuck School of Business
- More information available at www.streetfoodbiodiesel.com

Additional

- Conversational in French
- Highly proficient in PowerPoint and Excel, primary and secondary research, Cap IQ, basic web design
- Interests include hiking, tea collecting, open mic nights, design thinking, vegetarian cooking

Kamil Ali

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Education

Stanford Graduate School of Business Stanford, CA
MBA Candidate 2022

Stanford University Stanford, CA
M.S. Computer Science 2022

University of Texas at Austin Austin, TX
B.S. Computer Science, Honors Distinction 2019

- Honors Thesis: Can we predict actions independent of the actor?
- UT Dean's Honored Graduate, Service and Leadership & Entrepreneurship Distinctions
- Vice President, UT Longhorn Entrepreneurship Agency
- Lead for Kids Who Code, Natural Sciences Council

Experience

AccessBell, Inc. San Francisco, CA
Flexible and integrated video conferencing solution for enterprises.
Co-founder and CTO 2020-Present

- Raised 500k in funding from Pear VC, UChicago Investment Fund, Contour Ventures, and MBA Fund to build the next generation of video conferencing.
- Developed the initial technology stack powering our video conferencing service and infrastructure.
- Led a team of developers to create a low-bandwidth, HIPAA compliant enterprise video conferencing solution for Tata, one of the largest conglomerates in India, which powered their telemedicine solution servicing thousands of citizens.
- Helped define the product vision for the company and helped scale the technology team and infrastructure to service our customers across a variety of industries such as sales, education, and telemedicine.

Stanford University School of Engineering Palo Alto, CA
Graduate Researcher 2019-2020

- Researched and deployed deep learning systems to the new Stanford Hospital to improve health care delivery for patients.
- Developed application for multi-person pose estimation and tracking for medical settings such as trauma bays, operating rooms, at-home rooms, and occupational therapy settings to facilitate better healthcare delivery through downstream inference applications using computer vision and deep learning.

Amazon Web Services, Inc. Seattle, WA
Software Engineering Intern Summer 2018

- Designed and developed a new multi-regional Elasticsearch cluster to enhance AWS premium and enterprise support for customers through storing support content and making them externally searchable for over a million AWS users.
- Added regional availability and failovers to the new data service to ensure data integrity and resilience which led to a more stable data source for managing support content.
- Developed import pipelines for new AWS support content sources which improved the ability of machine learning systems and support console search engines to recommend support content to millions of AWS users based on their activity.

GoDaddy, Inc. Kirkland, WA
Software Engineering Intern Summer 2017

- Developed APIs to tap into social media data on customers' businesses which was used to build services to connect local customers together and to improve personalized marketing of GoDaddy products to customers.
- Migrated legacy APIs for creating customer accounts and managing e-commerce transactions to faster, more resilient REST APIs.

Additional

- **Language competencies:** English, Urdu, Gujrati, Spanish
- **Technical competencies:** Python, C++, Java, C, PyTorch, Tensorflow, computer vision, machine learning, deep learning, human activity and video understanding, healthcare artificial intelligence, project management, product management
- **Community service:** Future Advancers of Science and Technology (FAST), The Ismaili Student

LUIS FERNANDO ALLENDE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA, USA
Master of Business Administration Candidate 2020-2022

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE Santiago, Chile
B.Sc. in Engineering, Major in Industrial and Electrical Engineering 2008-2013

- Ranked 4 out of 470 students (<1% of class - PPA 6.3/7.0)
- Teacher assistant: Calculus I, II, III, Algebra, Optimization, Economics, Signal and Systems
- Research assistant in Optimization (2010) and Renewable energy with tidal currents (2011)
- 6-month exchange program at University of British Columbia (2nd semester of 2012, Vancouver, Canada)
- 2-month exchange program at Peking University (1st semester of 2012, Beijing, China)

Experience

SOUTHERN CROSS GROUP (SCG) Santiago, Chile
Leading and longest standing private equity firm dedicated to Latin America
Private Equity Associate 2017-2020

- Led financial analysis and due diligence for new investment opportunities for Fund and Portfolio Companies
- Acquired waste-management company, solving complex transaction issues (trials, operational transformations)
- Participated in board of portfolio companies and advised management teams on main strategic initiatives: M&As, operational transformations, joint ventures, strategic plan definition, capex, capital structure (Debt and Equity)
- Led financial turn-around of portfolio company, improved net income from negative millions to positive in just 3 quarters

REUSE Santiago, Chile
Electronics e-commerce start-up selling refurbished smartphones and PC's with US$4m in run-rate revenues
Board Member and advisor to management 2019-2020

CORNERSHOP Santiago, Chile
On demand e-grocery delivery start-up, sold to Uber in 2019 for US$750 million
Country Manager for Chile 2016-2017

- Led team of 8 City Managers and 3 HR associates to manage 500+ shoppers to fulfill 1,000+ daily grocery orders delivering superlative customer experience. Managed shoppers' capacity, supply-demand balance, marketing & sales, shoppers HR, overall service quality. Helped design and implement changes in systems and new technologies across the operation
- Developed Long Tail business in Chile and Mexico. Set strategy and value proposition, worked with partners to enhance service quality and standardize customer experience. Turned business line to profitability

LAUNCHPAD Santiago, Chile
Co-founder and Operations & Sales Director 2016-2018

- Started and managed start-up offering learning-to-code bootcamps with extensive accessibility for low income applicants. Managed professors, designed classes and onboarding, hired professors. Led sales, digital marketing and PR efforts. 300+ people enrolled. Employed 15 people in total. Social impact: provided 40+ scholarships to support low income students

MCKINSEY & COMPANY Santiago, Chile
Business Analyst 2014-2016

- Led work-streams across industries, functions and countries: 2 banks merger (Chile), CPG Marketing diagnosis (Chile), Airline operational excellence (LatAm), Bank 5-year strategy (Dominican Republic), Bank 5-year strategy (Argentina), Airline procurement (Brazil), Lean Management for public transport (Chile), Financial group Digital transformation (Chile)

Additional

- Sports: Avid runner, tennis, soccer
- Other interests: literature; business & economics magazines. Passionate Programmer: Python, SQL, MATLAB
- Volunteer at Mother Theresa's Missionaries of Charity, Calcutta, India. Accompaniment and nursing of terminally ill (2013)
- Volunteer at Trabajo Pais: (i) National chief of Logistics - Coordinated transportation & logistics for 700+ volunteers (ii) Location chief, raised US$10K and managed 45 volunteers in the construction of 2 churches destroyed by earthquake

Mashary M. AlShaman
Email: masharys@stanford.edu Phone: (+966) 555 33 99 44 (+1) 212 518 1511

EDUCATION

AlFaisal University Riyadh, Saudi Arabia
MBA; GPA: 3.73/4 2nd Honors 2011–2013
University of La Verne La Verne, California
Master of Science in Leadership and Management, concentration Organizational Development; GPA: 3.94/4 2010 – 2011
Prince Sultan University Riyadh, Saudi Arabia
Bachelor of Science in Finance; GPA: 3.73/4 2nd Honors 2005 – 2009

EXPERIENCE

MAYSAN BUSINESS INVESTMENT COMPANY **Riyadh, Saudi Arabia**
Investment House that focuses on alternative investments in private equity and real estate with an AUM of 200M USD

Chief Investments Officer **Jul. 2017- Present**
- Led team of 20 to identify growth opportunities; successfully increased AUM by 200% over last 2 years
- Successfully deployed 20 Million USD into private equity investments
- Profitably incorporated green investment standards, reducing operating costs for real estate projects by 15%
- Achieved an 80% Saudization rate and 1/5 female to male ratio within my team

Senior Investment Manager **Jan. 2015 – Jul. 2017**
- Led a team of 3 that settled several pending real estate cases with the government valued at 35 Million USD
- Led a team of 5 that developed and sold over 150 Million USD of residential real estate
- Supported the development of potential pipeline opportunities, increasing number of projects by 60%

Investment Manager **Aug. 2013 – Jan. 2015**
- Led a team of 3 that completed the sale of construction materials valued at 25 Million USD
- Assisted the strategy team that identified and evaluated critical strategic priorities, including investment guidelines and asset allocation mix
- Assisted in the development of the annual budget for the investment team and oversight of approved budget
- Developed and produced presentations and marketing material as well as generated reports to monitor relative performance

SEHATI FOR INFORMATION TECHNOLOGY SERVICES **Riyadh, Saudi Arabia**
BOT company; part of Saudi national transformation plan for healthcare for digital transformation (Nphies)

Audit Committee Member **Aug. 2020 - Present**
- Created audit committee charter and incorporated best practices into company standards
- Developed financial controls and processes with the internal audit team to ensure the efficiency and effectiveness of internal control measures; systems deployed across all business units
- Approved the financial statements for 2019

Board Member **Aug. 2018- Present**
- Oversaw the team that launched phase 1 of the Saudi health insurance hub and the e-health record
- Developed Sehati's entire procurement and supply chain strategy
- Worked with team to develop project specific budgets and overall BOT financial forecasts as well as budget oversight
- Built internal dashboards to monitor performance and provide timely and accurate data to enable swift decision-making
- Part of the team that secured 150-million USD loan to finance project

REMCO Chair **May 2019 – Nov. 2019**
- Led search for new CEO after abrupt exit; oversaw all projects underway to ensure no loss of business or delay in project delivery
- Reviewed and updated the entire vetting process and employment policy
- Created KPI's and governance model for individual contributors to develop and incentivize the next generation of leaders

MIYAR CAPITAL **Riyadh, Saudi Arabia**
Saudi based Investment bank and asset Manager

Board Member **Feb. 2021- Present**
- Startup phase of the company where we are focused on creating the strategy and building a strong team

ALKHRITA CHARITY **Tabuk, Saudi Arabia**
Charity that targets improving the quality of life of the people of Tabuk

Board Member **Oct. 2019 - Present**

May 29, 2021

Mashary M. AlShaman
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- Established the charity trust and raised more than 1 million USD to ensure sustainability
- Led the team of 120 volunteers in the distribution of 9000 food baskets
- Completed the renovation of 12 uninhabitable homes
- Enabled the education of 100 children
- Developed strategic plan and internal control measures that successfully completed the government audit ensuring proper governance and planning

WNEES ENTERTAINMENT **Riyadh, Saudi Arabia**
Startup that creates entertainment events and platforms to support artists and entertainers

Cofounder **Aug. 2019- Present**
- Conducted research on customer and partner requirements, market opportunities and competitive environment
- Developed the financial model and business plan for new venture
- Led fund-raising efforts and successfully raised half a million USD
- Built 7-member team to launch platform
- Led the development of services platform with third-party developers
- Project launch delayed to Jan 2021 due to COVID

MUSCAT CAPITAL: RIYADH REAL ESTATE FUND **Riyadh, Saudi Arabia**
Four year close-ended real estate fund with mixed use assets in Riyadh, Saudi Arabia

Board Member **Oct. 2014 – Apr. 2018**
- Assisted the team in raising more than 100 Million USD for the fund
- Created the leasing, operating, and marketing strategy for the fund
- Achieved a 98% rent collection rate and maintained the promised 7% annual dividend payout

NCB CAPITAL **Riyadh, Saudi Arabia**
The largest asset manager in the Middle East

Analyst, Asset Management **Apr. 2012 – Aug. 2013**
- Member of the steering committee that implemented the front office asset management system; reduced cost of transactions and improved execution speed of trades
- Led team to review SOP for the asset management team, improving overall efficiency, communication, and report generation within asset management department
- Led the team to review the disaster recovery plan for the asset management team; reduced downtime in the event of a crises to less than one hour

CAPITAL MARKET AUTHORITY **Riyadh, Saudi Arabia**
The regulator of capital markets in Saudi Arabia

Intern, Inspection & Compliance Department **Feb. 2009 – Sept. 2009**
- Monitored the monthly performance and capital adequacy requirements for 30 asset managers
- Instigated quarterly workshops for the team to share executive training experiences and created a database for department employees to access relevant material

EXECUTIVE EDUCATION

- Corporate Governance: Developing Exceptional Board Leaders. Conducted by Columbia Business School
- Real Estate Management Program: Finance Design, & Leadership. Conducted by Harvard Business School

VOLUNTEER WORK, SKILLS, AND INTERESTS

- Volunteer work
  - Food prep volunteer 3 times a year for charities
  - Volunteer once a year in collecting and distributing old books to local schools and clothes for charities
- Participated in several reconciliation committees and proud to be part of solving over 30 family disputes
- Excels and enjoys financial modeling, contract development, and problem solving
- Amateur pilot, avid traveler, lousy or unlucky fisherman, and relentless hiker

May 29, 2021

Alejandra Alvarez Heinemeyer

Stanford, California | +1 650 665 3330 | alealvar@stanford.edu

EDUCATION

Stanford Graduate School of Business – California, US 2020 – 2022

- MBA Candidate at Stanford GSB; Member of the Tech Club, Women in Management Club, and Latin America Club
- Girls 20 Mentor: Program to empower girls to be agents of social change (Co-creating an educational science program for 400 young girls)

Instituto Tecnológico Autónomo de México – Mexico City, Mexico 2012 – 2016

Bachelor's in finance (Top 5 GPA/50 students) – Passed CFA Level I; Portfolio optimization and risk management specialist

- **Leader of the Student Council:** Elected to represent +250 students by administering affairs and organizing events
- **National University of Singapore:** Exchange Student (Focus on New Venture Creation and Real Estate Finance)
- **London School of Economics and Political Sciences:** Exchange student (Focus on International Political Economics)

PROFESSIONAL EXPERIENCE

BAIN & COMPANY – MEXICO CITY, MEXICO 2017 – 2020

- **Recognition:** Selected from +100 consultants to represent Mexico at Bain's culture forum in recognition for improving diversity
- **Recruiting Lead and Diversity Promoter**: Organized purposeful events for students and minority groups (LGBTQ class advocate); led 15 workshops and +30 mentoring sessions for minority applicants (Increased number of minority applicants by 60% in 2 years)

Senior Associate Consultant

Product Launch Diligence ($15 Billion USD revenue)

- Assessed the feasibility of launching a new telecom service for low-income customers to democratize a monopolistic market
- Managed a team of 5-people to code and analyze an adaptive conjoint survey to inform the commercial offer and define pricing scheme
- Co-designed a market entry strategy with 3 functional teams to capture 12% market share in 1 year (reaching $1 Billion USD sales)

Business Turnaround Through Dynamic Pricing ($4 Billion USD revenue)

- Developed a strategy plan for a leading consumer product company to reach a growth of 10% despite stagnant sales; supervised a 10-people team across 9 countries to build a dynamic pricing model based on cross-price elasticity to optimize the price of +2,000 SKUs

Supply Chain Reinvention ($14 Billion USD revenue)

- Ran a diagnostic to identify operational inefficiencies across a supply chain that manages +300 consumer brands across 8,000 locations
- Identified and directed the implementation of transformative initiatives, including portfolio optimization, automated planning, flexible manufacturing, and network optimization, resulting in a 7% gross margin improvement (saving $500 Million USD costs)

Associate Consultant

Go-To-Market-Strategy (70 Million users)

- Defined the commercial offer and pricing strategy for a new broadband network; assessed strategic options to accelerate time to market; devised product launch plan to meet ambitious network rollout deadlines (reaching 70% of Mexico's population in 3 years)

Digital Transformation ($130 Billion USD managing assets)

- Designed and implemented a Customer Advocacy Program for leading bank to digitalize customer experience and track the correlation between loyalty and profitability, resulting in initiatives that drove profitability up by 20% (increasing net income by $250 Million USD)

M&A Assessment ($54 Billion USD global revenue)

- Executed a due diligence to evaluate an M&A decision based on potential revenue and cost synergies, such as operational improvement, purchasing cost reduction and SG&A cuts; salvaged decision through a risk analysis that considered the impact of a potential taxation

SOCIAL IMPACT EXPERIENCE

PRO MUJER – MEXICO CITY, MEXICO 2020

New Businesses Lead (3-month Pre-MBA Externship)

- Created a multichannel business model to address women's healthcare needs in 4 countries (Mexico, Nicaragua, Bolivia and Argentina)
- Directed a 7-people team to conceive the business plan to open 50 women-centered clinics across rural areas and launch a digital platform to provide remote consultations (reaching 5 Million women in 2 years)

CLINTON HEALTH ACCESS INITIATIVE – LONDON, UK 2019

Leader of Global Vaccines Market Initiative (5-month Externship)

- Supervised the development of initiatives to increase the potency and cost efficiency of vaccine delivery in 16 developing countries
- Coordinated interactions with global health partners, such as UNICEF and GAVI, equipment suppliers and country governments
- Built a model to track cold-chain equipment functionality to reduce vaccine losses by 15% (equivalent to 3.5 Million vaccinated newborns); launched a pilot along teams from Nigeria, Kenya, Uganda and Cameroon to identify scalable initiatives that would inform UNICEF's plan

ADDITIONAL INFORMATION

- **Volunteer work:** Initiated assistance program for terminally ill patients; co-developed financial strategy for non-profit (raising $40,000 USD from crowd funding and donations); established organization that collected and distributed victuals across disaster zones after Mexico's Earthquake in 2017 (helping 32 victims); led scholarship program to support 175 low-income students
- **Languages:** Spanish (native), English (IELTS Band 8); Mexican and German citizen
- **National Awards:** Second Place in Central Bank National Competition (Second place out of +5,000 students nationwide)
- **Other passions:** Travelling, (visited +45 countries), sailing, climbing (reached +17,000 ft. peak), playing music (guitar and singing)

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master Buisness Administration Candidate *2022*

Columbus State University **Columbus, GA**
M.S. Organizational Leadership *July 2014 – May 2015*

- Inducted into Phi Kappa Phi Honor Society (top 10%)

US Army – Maneuver Captain's Career Course **Fort Benning, GA**
June 2014 – October 2014

- Awards: Commandant's List (top 20%)
- *Leadership*: Class Leader of 130 peers

US Army – Initial Officer Training **Fort Benning, GA**
Basic Officer Learder Course (3 months), Ranger School (2 months), Airborne training *May 2010 – September 2011*

- *Leadership:* class leader of 160 peers

United States Military Academy **West Point, NY**
B.S. Management *June 2006 – May 2010*

- *Awards:* Dean's List 8 of 8 semesters
- *Volunteer*: Awarded Cadet Volunteer of the Year 2009-2010
- *Captain of the West Point Mixed Martial Arts Team*
- Cadet Company Commander (Director) for academic schoolyear and Cadet Basic Training

EXPERIENCE

US Army – 75th Ranger Regiment, US Army Special Operations **Fort Benning, GA and Afghanistan (3rd Tour)**
Captain / Major – Regimental Assistant Operations Officer (Director of Current Operations) *July 2018 – July 2020*

- Synchronized activities and led talent management for seven sub-directorates that coordinate combat training for 5,900-member, special operations battalions and a continuously deployed joint headquarters
- Chief of Operations for a 1000-member Joint Special Operations Task Force in Afghanistan; oversaw kinetic operations which enabled Afghani democratic election

US Army – 4th Infantry Division **Fort Carson, CO and Afghanistan (2nd Tour)**
Captain – Brigade Assistant Operations Officer (Operations Planner) *February 2018 – June 2018*

- Initiated Brigade Emergency Deployment Readiness Program; led joint civil – military planning and coordination effort for the deployment of two Global Response Force companies anywhere in the world in 96 hours

Captain – Troop Commander (Director) *June 2016 – January 2018*

- selected to command a Troop (96 soldiers), with the worst climate and performance of 39 peer organizations, after its two most senior leaders were removed for toxic leadership
  - organized a reform campaign to revitalize the unit's culture, improve morale, and restore trust
  - Result: Troop became one of best fighting units in a 4000-member Brigade
- Led Family Readiness Group - support network of 100+ members tasked to ease stress on military families

Captain – Squadron Assistant Operations Officer (Operations Planner) *June 2015 – May 2016*

- Lead Operations Planner for a multi-national force headquarters in Afghanistan
- coordinated, prioritized, and resourced 3000 security patrols throughout Kabul for 200 advisors from 18 directorates

US Army – 2ND INFANTRY Division **Fort Lewis, WA and Afghanistan (1st Tour)**
1st Lieutenant –Platoon Leader (Manager) *October 2011 – April 2014*

- Led Platoon through 90% personnel turnover; result – rated #1 of 14 peer organizations
- Member of Special Opertations Task Force; served as Ground Force Commander (senior US military member of a 46 soldier platoon), and oversaw an 84 square km district home to 115,000 Afghans
- mentored the Afghan Security district Chief of Police in command of 450 Security forces
- conducted 50 combat patrols, managed interpersonal communication of Afghani government officials with Afghani tribal leadership, oversaw 8 infrastriucture development projects
- led the district to become the first in south-east Afghanistan to transition to unilateral Afghan security and governance

ADDITIONAL

- Competitive Mixed Martial Arts Fighter- 2nd ID, 4th ID, and 75th Ranger Regiment Tournament Champion

VICENTE ARIZTIA

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EDUCATION

2019
Real World Risk Institute
New York, NY

Certificate Course in Risk Management
Intensive course in risk management and decision making under uncertainty. Topics included complexity, statistical analysis of financial markets under extremes, and fragility, among others. Main instructor: Nassim Nicholas Taleb

2005 – 2010
Pontificia Universidad Católica de Chile
Santiago, Chile

CIVIL ENGINEERING, Academic Diploma in STRUCTURAL ENGINEERING
Six-year program, which includes a BSc degree and an Engineering professional title
- Graduated with Honors (top 10%) and Maximum Distinction
- Scholarship for excellence at admission ("Matrícula de Honor" 2005)

Teaching Assistant: "Statics" and "Introduction to Engineering"

2009
University of California at Berkeley
Berkeley, CA

Academic Exchange
- GPA 3.94
- Coursework included "Elementary Italian", "General Astronomy", "Earthquakes" and "Experimental Methods in Structural Engineering", a graduate-level Civil Engineering course

WORK EXPERIENCE

Apr. 2020 – Present
Latam Vet SpA
Santiago, Chile

FOUNDING PARTNER AND MANAGING DIRECTOR
Building a platform of majority stakes in veterinary clinics as a roll-up strategy. We pay upfront amount to veterinarian-owner and manage administration and finances, which allows doctors to focus on medicine while growing the business. 36-month objective: divest from consolidated holding to institutional investor with +50% increase in EBITDA multiple.

Mar. 2020 – Present
Adelanto Laboral S.A.
Santiago, Chile

FOUNDING PARTNER AND DIRECTOR OF BUSINESS STRATEGY
Detected need, researched and designed financial model for entrepreneurship based on work severance and settlements of workers who are laid off. Created double-digit return business model compliant with labor law, union demands and SME budgets, through which workers receive upfront payment, while companies pay in monthly installments.

Dec. 2010 – May 2021
Universidad del Desarrollo
Santiago, Chile

PROFESSOR AND COURSE COORDINATOR
Lead professor and coordinator for annual required course of basic sciences in first year of Medicine: Calculus, Physics and Statistics. Worked with medical school faculty to redesign curriculum, matching concepts to medical applications. Teach Calculus to 80+ students per year, design exams, evaluate student performance. Supervise professors of Physics and Statistics.

Mar. 2015 – Feb. 2020
Colbun S.A.
Santiago, Chile

BUSINESS DEVELOPMENT MANAGER
- Led interdisciplinary team: analyzed, presented to Board and successfully executed corporate restructuring of power transmission business, with more than 1,000 km of lines and US$ 70 million EBITDA. The operation increased visibility and allowed for prospective divestiture, currently in process.
- Led negotiations and presentation to Board: Board approved Colbun's acquisition of first Waste-to-Energy project in Chile.

BUSINESS DEVELOPMENT ASSOCIATE
- Led valuation, technical due diligence and presentation to CEO and the Board: Board approved Colbun's first foreign acquisition and first partnership with third party: 570 MW power plant in Peru, representing 8% of local market.
- Headed valuation and technical and commercial due diligence of power operations in excess of 10,000 MW in four different countries, coordinated interdisciplinary teams from all five internal departments and external advisors.

Sep. 2011 – Sep. 2014
Asset Chile S.A.
Santiago, Chile

CORPORATE FINANCE ASSOCIATE
- Led advisory to CMP, Chile's largest iron ore mining company, in successful negotiation with SunEdison for joint development of a 100 MW photovoltaic plant, South America's largest at that time.
- Led capital structure advisory to Board of Sonamar, Chile's leading fuel and oil cabotage company: Board voted yes to capital increase of US$ 30 million for debt restructuring and growth.
- Supervised divesture processes of power generation assets in excess of 500 MW.

CORPORATE FINANCE ANALYST
- Led yearly valuation of investment fund with energy assets in excess of 1,500 MW in Colombia, Peru and Chile; controlled by SCLEA, local private equity firm; ensured compliance with international accounting standards (IFRS)

PERSONAL

Community Service

- Partner, council member and member of Financial Committee of Sociedad de Instrucción Primaria, 160+year-old leading non-profit organization that runs 18 schools with 20,000+ low-income students. - Taught high school lessons for elderly adults, 2008. - Carried out visual assessment of damaged structures and provided recommendations after 2010 Chile earthquake. - Provided three-year advisory to 63-year-old domestic worker to identify, research and solve problems in pension plan. Engaged with 3 government branches to achieve best appraisal and guarantee 50% improvement in pension.

Travel, Sports and Other

- Travel extensively in the Americas, Europe, Asia, Australia. - Read philosophy (W.W. Bartley, F.A. Hayek, D. Hume), social science (D. McCloskey, E. Ostrom), complexity (Y. Bar-Yam, N.N. Taleb) and novels. - Authored "Politics: Humility and Scale" publication pending. Combined philosophy of science, complex systems, economics and cultural evolution, to argue for decentralization of Chilean political institutions. - Languages: Spanish (native), English (fluent), Italian (basic). - Sports and interests: Mountaineering, tennis, skiing, scuba diving (PADI certificate), drone and photography, live music, psychotherapy.

Julian Atehortua
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EDUCATION

Stanford Graduate School of Business Stanford, CA — Class of 2022
Master of Business Administration Candidate — **GMAT:** 780

Harvard College, Cambridge, MA — 2011 - 2015
Bachelor of Arts with a Major in Economics; Minor in Statistics.
Graduated Cum Laude. Cumulative GPA 3.7

EXPERIENCE

Netflix — Manager | April 2020 – July 2020
Content Strategy & Analysis — Associate | March 2018 – March 2020

- Collaborated with content acquisition executives to evaluate wide variety of content decisions in emerging markets across LATAM and APAC, with investments ranging from US$10K to US$15M
- Estimated audience for upcoming series and films, as well as the specific content needs of each market through predictive modeling, content popularity trends, subscriber health metrics, and the quality of other entertainment offerings

Chinese-Language and Southeast Asia Content, Singapore

- Co-led team of 10 content executives and lawyers, serving as primary point person for programming strategy across Southeast Asia, Taiwan and Hong Kong, handling an annual budget totaling $30M
- Developed framework for Netflix's Chinese-language content strategy (across Mainland, Taiwan and Hong Kong), which later served as basis for prioritization of $10M in annual content spend
- Built out prioritization strategy for first-in-market Netflix original content endeavors, based on country-specific insights and learnings from other territories
- Worked in cross-functional collaboration with public policy and business development teams, convincing Telkom to unblock Netflix in Indonesia after two years of negotiations and increasing Netflix's addressable market in the country by 10M broadband households

Spain, Portugal and Latin America, Los Angeles

- Coordinated cross-vertical efforts to evaluate the relative strategic importance of various programming categories of 20 major Netflix territories and regions around the world, determining action items for catalog & strategy improvements by region

Morgan Stanley, New York, NY — June 2014 – August 2014 | June 2015 – January 2018
Investment Banking Analyst, Consumer & Retail Group

- Built dynamic financial models including: M&A, IPO, LBO, DCF, comparable company and precedent transaction analysis and sum-of-the-parts; consistently ranked among top analysts
- Prepared management presentations, internal commitment committee memoranda and pitch materials inclusive of financial analyses, industry overviews and company-specific positioning

Coty's $11.4Bn acquisition of P&G Specialty Beauty in Reverse Morris Trust split-off transaction

- Conducted extensive analysis on the pro forma impact of the tax-free RMT for Coty, including accretion / dilution analysis and pro forma margin analysis
- Facilitated crafting of investor messaging, working closely with Coty's Treasurer and Head of Investor Relations

Rhône Group's $500MM PIPE in Hudson's Bay ("HBC") / WeWork Property Advisors' $850MM acquisition of Lord & Taylor Fifth Avenue Building

- Operated detailed model on HBC's retail operations, integrating analyses between Morgan Stanley's Retail and Real Estate teams in order to achieve a sum-of-the-parts valuation

ADDITIONAL

Interests: Behavioral Economics, Gaming, Sports Analytics, Travel (50+ countries visited, lived in 6 countries). Fluent in Spanish.

BRAD AUSTIN, CFA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS *Stanford, CA | 2020 – 2022*

- Leadership: Arbuckle Leadership Fellow
- Teaching Assistant: FIN 350 - Corporate Financing Modeling, FIN 207 - Accelerated Finance
- Clubs: Private Equity Club, Finance & Investment Club

GEORGETOWN UNIVERSITY *Washington, DC | 2007 – 2010*

- BSBA in Finance and International Business, Cum Laude, Varsity Track & Field

EXPERIENCE

J.P. MORGAN

Summer Associate, Technology Investment Banking *San Francisco, CA | Summer 2021*

- Advised on six live deals in cloud data management, transit technology, semiconductor, and e-commerce subsectors.
- Received full-time return offer with unanimous approval from hiring team.

Selected transaction experience:

$5.3 billion leveraged buyout of Cloudera, Inc. by Clayton, Dubilier, & Rice and KKR

- Partnered with financial sponsors and senior management to develop presentations describing transaction details, company overview, and industry analysis used to secure $1.8 billion in acquisition financing.

Lead-left advisor to global transit technology company

- Orchestrated drafting and strategy sessions with executive management to integrate ESG themes into initial filings.

Strategic advisory to large semiconductor company

- Led development of strategic rationale and financial analysis for multiple M&A and divestiture alternatives.

CAPITAL GROUP COMPANIES

Analyst, Fixed Income Portfolio Analysis Group *West Los Angeles, CA | 2018 – 2020*

- Managed development, implementation, and growth of new concentrated fixed income product representing major strategic initiative for executive management as multibillion-dollar business.

Selected engagements:

Invested over $300 million of client assets in municipal and corporate bond strategies

- Collaborated with portfolio managers, analysts, and traders to understand investment convictions, strategically find value in capital structure, and execute in marketplace.
- Headed initiative to research and analyze different interest rate models to measure interest rate risk and pitched firm's investment committee to approve use of first differentiated interest rate model in over three years.

Secured $100 million partnership with Morgan Stanley, UBS, and Fidelity

- Played critical role in contract negotiations by collaborating with senior counsel and business management to construct a solution to satisfy sponsor legal requirements and risk management leading to pivotal business win.

Led due diligence, negotiation, and implementation of a financial services software partnership

- Drove asset growth of 500% in 2019 by establishing and leveraging partnership with outside technology firm to develop efficiencies in account monitoring, trading, execution, and portfolio management.

Analyst, Global Investment Control *Los Angeles, CA | 2014 – 2018*

- Modernized portfolio construction, investment operations, and expanded product offerings to grow wealth advisory business.

Selected engagement:

Launched a proprietary ESG investment product that led to $100 million of new business in less than one year

- Played central role alongside senior relationship and portfolio managers to create the firm's first ESG customization tool

LUMINOUS CAPITAL: A DIVISION OF FIRST REPUBLIC BANK

Associate Director (2013-2014) · Analyst (2011-2012) *Los Angeles, CA | 2011 – 2014*

- Built a proprietary alternative investment platform which reached $3.2 billion across 34 funds in less than three years.
- Orchestrated manager diligence and selected direct lending manager which garnered over $60 million in client commitments.

PNC FINANCIAL SERVICES GROUP – CORPORATE & INSTITUTIONAL BANKING

Analyst, Treasury Consulting *Philadelphia, PA | 2010 – 2011*

- Pitched and closed prominent deal with the Daytona International Speedway on PNC's corporate card product.

ADDITIONAL

Interests: Ironman triathlon (3x All-American), wilderness backpacking, long-distance trail running, investing, monetary policy

MARCIA A. AUSTIN

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS *Stanford, CA | 2020 – 2022*

Master of Business Administration Candidate

- Siebel Scholar: Top 1% of class; deans select based on outstanding academics, demonstrated leadership, and impact to society
- Clubs & Leadership: Women In Mgmt. (Co-Pres.) • Arbuckle Fellow • First-Generation • Hispanic Business SA • Tech • Media
- LunaCap Scholar: selected for demonstrated leadership in industry, academic success, and commitment to diversity and inclusion
- Executive Challenge 1st out of 75 teams: simulated business cases testing influence, communication, and leadership skills

PEPPERDINE UNIVERSITY *Malibu, CA | 2006 – 2010*

Bachelor of Science in Finance, Summa Cum Laude, Dean's Honors & Distinction, Cumulative GPA: 3.995 /4.00

EXPERIENCE

BAIN & COMPANY *Century City, CA | Summer 2021*

MBA Summer Associate, Media & Digital Transformation focus

- Engineered design processes for a gaming company's marketing and cross-product teams: identified key stakeholders, decision rights, chain-of-command, and detailed steps from strategic roadmap creation to product and marketing campaign production
- Designed operating model for gaming company's cross-product team: performed benchmarking analysis, developed org reporting structure and team design strategy and software considerations such as key accountabilities and communications

FLOWICS *Buenos Aires, Argentina | Summer 2021*

MBA Summer Associate, B2B SaaS Growth Strategy

Pre-Series A tech startup: cloud-based platform powering remote and in-studio production of live graphics and interactive content

- Developed a go-to-market strategy for international expansion: conducted detailed market evaluation and scenario analysis, analyzed advantages of different channel partners, and performed competitor and company analysis and risk assessment
- Produced a customer, pricing, and promotions strategy for worldwide growth efforts: performed customer segmentation analysis, mapped performance of historical promotions, and competitive response to pricing strategy

ZIFFREN BRITTENHAM LLP—ENTERTAINMENT LAW FIRM *Century City, CA | 2018 – 2020*

Vice President of Deal Analysis & Strategy

- Structured 200+ media financial valuations, deal proposals, and negotiations ranging from $2M - $400M; including analysis and financial valuations on film sales, financing structures, media assets, and business plans
- Led digital initiative strategy project mobilizing 25 partners to assess competitive landscape in the evolving media-tech landscape; once implemented, strategy created future value of $200+ million to be realized within 8 years
- Established and maintained client and agency relationships as well as controlled communication with executive studio leadership
- Supervised cross-functional deal teams of clients, agents, and lawyers for deals ranging from billion-dollar studio pictures to creatively-financed indie titles; negotiated deal for highest film acquisition in Sundance Film Festival history

AUTHMARKET *Los Angeles, CA | Summer 2020*

Pre-seed tech startup: revolutionizing & authenticating the music, sports, & media goods marketplace to drive social impact

- Built revenue and cost models to forecast market size, simulate market dynamics, and assess attractiveness of investments

REVOLUTION STUDIOS *Los Angeles, CA | 2014 – 2018*

Director of Finance, Strategy & Business Development

- Executed M&A due diligence and analysis for three media acquisitions valued at $88M+, increasing studio's valuation by 28%
- Developed licensing, IP mgmt., and corporate control strategies to maximize value of studio-owned and newly acquired content
- Conducted extensive sales planning, analysis, and reporting on worldwide television, digital, and home video distribution
- Managed over $200M of studio financials and forecasted future cash flows for film library of 126 films and 240 TV episodes

20TH CENTURY FOX STUDIOS—FOX FILMED ENTERTAINMENT *Los Angeles, CA | 2010 – 2014*

Motion Pictures Deal Analysis—Assoc. Mgr. (2013–2014) • Sr. Analyst (2011–2013) • Analyst (2011) • Finance Rot. Assoc. (2010)

- Constructed 100+ financial models to analyze distribution, co-financing structures, and talent deals for film productions; presented analysis to studio leadership to greenlight films, approve marketing budgets, and project studio performance
- Executed the $1B annual budgeting process for Big Fox, Fox Animation, Searchlight, and Fox International film slates
- Managed 50+ project release processes by collaborating with business affairs, distribution groups, production finance, and financial reporting to produce final pre-release P&Ls and variance analysis to studio executive leadership

ADDITIONAL

- **Interests:** Wilderness Backpacking, Triathlon (Ironman Finisher), Skiing, Females in Media & Entertainment Exec. Member
- **Community:** Samaritan's Purse Alaska Outreach PM: Direct program and annually lead team of 8 to bush territories in Alaska, providing humanitarian aid; recent years shifted focus to engagement in local education system

KAITLYN BAAB

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Stanford Women on Boards (SWB) Associate, Technology Committee

STANFORD UNIVERSITY Stanford, CA
BS, Chemical Engineering 2015
- Mayfield Fellow – selected to participate in an immersive work/study program that trains students to lead principled and high-growth tech companies
- Channing Robertson Award – selected by ChemE faculty for outstanding academic achievement Junior year
- Stanford Varsity Sailing Team Member

EXPERIENCE

PATHOLOGYWATCH Salt Lake City, UT
AI company revolutionizing the pathology diagnostics space
Head of Corporate Strategy Jun 2021 – Present
- Led fundraising pitches, managed investor outreach, and oversaw close of $25M Series B round
- In parallel, led venture debt process and due diligence to secure $3M in debt financing

ARTEMYS FOODS San Leandro, CA
Start-up developing next generation of meat alternatives to empower humanity to eat sustainably
Consultant Oct 2020 – Jun 2021
- Built operating model and projected financials to aid in company planning and fundraising
- Developed presentation materials for Investor and Board Decks with CEO and CTO

ZYMERGEN Emeryville, CA
Fast-growing technology company that delivers biology-based products with improved economics and advanced properties across multiple industries
Senior Manager, Strategy & Operations – Commercial Delivery Feb 2020 – Jul 2020
- Led team through 3+ month project investigating historic & current project economics, following analysis advised executives on ideas to decrease costs
- Developed Operating Model for largest department within Zymergen to increase team efficiency and collaboration
- Directed bi-annual budgeting process from Commercial / Project-side in collaboration with Finance Department

Manager – Business Development Jul 2018 – Jan 2020
- Cross-functional manager of Zymergen's Strain Optimization Client Offering. Managed its economics plus prioritized improvements to the platform given customer/business demands
- Key member of cross-functional team tasked with reducing cost of revenue. Led 50% of the work streams and drove development & implementation of improvement opportunities to achieve 2019 company cost envelope

Senior Business Associate – Business Development Jul 2017 – Jun 2018
- Negotiated Zymergen's 5th customer contract and conducted the cross-functional launch of this new program
- Business Lead for a Fortune 50 customer, oversaw successful completion of Phase 0 and 1 contract deliverables as commercial lead and primary point of contact with the customer
- Partnered with new customers to understand their needs and generated project proposals to match them

Business Analyst – Business Development Jun 2015 – Jun 2017
- Managed the successful delivery of Zymergen's first two improved strains resulting in greater than 50% revenue contribution for two consecutive years
- Built critical business tools to forecast program costs and performance which is currently used for 20+ projects
- Developed numerous financial models to evaluate BD opportunities and calculate deal value, often in an environment with limited data requiring triangulation of approaches and sources

KHOSLA LAB Stanford, CA
Research Assistant 2013 – 2015
- Investigated key protein interactions to advance antibiotic erythromycin production

ABBVIE BIOTHERAPEUTICS Redwood City, CA
Bioprocess Development Intern Summer 2014
- Developed an optimized manufacturing purification process resulting in decreased costs and improved quality

PERSONAL & OTHER INFORMATION

Technology: Microsoft Office, Python, JMP, MATLAB | Interests: Sailing, Kitesurfing, Cycling, Backpacking

KAREN BAERT

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

TECHNICAL UNIVERSITY BERLIN Berlin, Germany
Master, Renewable Energy Engineering 2015 - 2017

- Honors: Summa Cum Laude
- Activities: 1st Oboe in University Symphonic Orchestra including performances in the Berliner Philharmonie

KU LEUVEN UNIVERSITY Leuven, Belgium
Bachelor, Mechanical and Chemical Engineering 2012 - 2015

- Honors: Magna Cum Laude
- Activities: Organized activities facilitating integration of international students at Student Board; University Orchestra

Experience

BAIN & COMPANY Brussels, Belgium
Consultant (Promoted from Senior Associate Consultant June '20, Promoted from Associate Consultant June '19,) 2017 - 2020

SELECTED CASE EXAMPLES

- **Corporate Strategy** | ~$14B Belgian Materials Company active in clean tech
  - Led redefinition of strategy up to 2030 for largest business unit (~$5B) producing battery materials for electric vehicles while coaching 2 junior analysts
- **Growth strategy** | Education non-profit TADA supporting ~1000 youngsters in Brussels
  - Guiding founder through strategy redefinition to increase indirect impact without losing authenticity; Coaching 3 junior analysts while driving project together with part-time manager
- **Digital & Agile Transformation in the UK** | ~$5B Telecom Company
  - Led identification of ~$80M revenue opportunities through customer journey optimization
  - Accelerated performance of ten-person web optimization team by embedding Agile and optimizing analytical approach; Reported to principal (10y consulting experience); Coached, supervised & evaluated 2 junior analysts
- **Private Equity: Operational and Commercial Due Diligences for Multiple Clients**
  - Developed/owned detailed model on cost reduction opportunity identifying ~$100M cost savings
  - Co-developed Value Creation Plan for multiple companies through complex modelling; Assessed market and competitive landscape through expert interviews, cold calls and secondary research

ADDITIONAL EXPERIENCE NEXT TO CASE WORK

- Head of Social Impact team: Key link between Bain and non-profit TADA; Organized/led multiple workshops for socio-economically underdeveloped teenagers on how to start your own business (~60 teenagers/workshop)
- Head of Recruiting for engineers from largest Belgian university (KU Leuven) leading to >30% of yearly engineering hires
- Mentored multiple applicants/new hires through application process/internship/first years at Bain

GWADRIGA Berlin, Germany
German-speaking start-up in the field of smart metering
Data analyst 2016-2017

- First employee after 3 founders; Advised co-founder on software contractor selection through market research/analysis

BOSTON CONSULTING GROUP Brussels, Belgium
Visiting Associate 2017

- Project Management at major Belgian energy player during ~2 months internship

SPORT VLAANDEREN Nieuwpoort, Belgium
Largest Belgian governmental sports institution
Head of water sports activities/Sailing instructor 2010 - 2020

- Innovated sailing school/led water sports activities during summer camps with 20+ coaches/ 200+ sailors
- Taught children/young adults how to sail on lakes; Refined sailing skills of experienced sailors on the sea

Additional

- **Language competencies:** Dutch (Native); English (Full professional proficiency – *Score 90 on Pearson English Language Test Academic*); German (Full professional proficiency – *C1 Hochschule certificate*); French (Full professional proficiency)
- **Community:** Committed member (13y) and leader (2y) at scouting youth movement organizing weekly activities/camps
- **Sports**: Active sailor for ~20 years on monohull boats 3-12 meters; Participate in (inter)national sailing competitions with the Belgian Europe Sailing Team and Laser SB20 Class; Frequent runner & swimmer; Keen backpacker, hiker and skier
- **Music, Theatre & Public Speaking**: Passionate oboist, singer & pianist for >15 years; Theatre & public speaking education for ~10 years; On stage in multiple musicals/theatres/concerts as singer/actor/musician

DANIELA BAHAMON ARANGO

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PRIMARY WORK EXPERIENCE

MAISON ALMA *(Internet and B2B brand of luxury ready to wear and handbags, $700K Revenue)* Paris, France

CE0 & Creative Director April 2017 – Present

- Built a luxury fashion brand from the ground up, leading to over $1.7M in sales over 5 collections.
- Created a zero-waste assembly line & supply chain by implementing a diversified portfolio strategy = 5kg of waste measured out of 1500 meters of fabric used in 4 years.
- Integrated a community of 400+ artisans into a highly demanding supply-chain line, overcoming structural bottlenecks
- Led the design studio & drove creative collaboration of creative talents across USA, France & Colombia.
- Accelerated pivot to B2C in 2020, facing retails' crisis due to lockdown restrictions, increasing website sales 5X vs 2019
- Drove the brand's expansion through the launch of the ready-to-wear line on Moda Operandi in 2019 (+$250k sales in one season trunk show), becoming 1 of 10 top selling M'O trunkshows for the Summer'19 season
- Launched the handbag line in Neiman Marcus (16 doors across USA), becoming 1 of the only 3 non-American/European brands in the Luxury handbag space from 2018 to 2020, generating over $200K in sales
- Launched the outerwear line at Bergdorf Goodman in NYC in 2018, establishing the brand as 1 of the only 3 LatinX brands in their advanced designer space, generating over $150k in sales

CHRISTIAN DIOR PARFUMS - LVHM Paris, France

Senior International Product Manager – Perfume category - J'Adore October 2015 – April 2016

- Led the relaunch of 'J'Adore L'Or' line, redesigning the iconic bottle, fragrance, and world-wide 360° campaign.

L'OREAL Paris, France

Senior International Product Manager – Anti Aging category - Vichy September 2014 – September 2015

- Streamlined the remaking of Vichy's N°1 pillar ($115M revenue), federating support of cross functional stakeholders.
- Led the development of a 360° launch campaign (95 countries, +51% Growth, 19% new brand users, 35% new to category)
- Selected to Represent L'Oréal in the 2015 One Young World Summit in Thailand (along with 40 other managers)

International Product Manager – Make up category - Vichy July 2012 – August 2014

- Overhauled the make-up category in pharmacy by re-designing two new make-up lines, making it the most profitable innovation for the brand from 2012-2015 ($80M in revenue, +25% growth year over year)
- Initiated the consolidation of Dermablend USA & France teams after 2 decades of no communication
- Selected to join 'Women in L'Oréal' mentorship program for 50 high potential managers in Global HQ. Trainee + Intern Program – Active Cosmetics Division - Paris, France July – Dec 2011 & Bogota, Colombia Jan- June 2012

COMMUNITY LEADERSHIP

SOMOS UNO X ARTESANOS COLOMBIANOS Colombia

Cofounder & Lead April - June 2020

- Created and led a movement to help +900 Colombian artisans in the most remote areas Colombia, through a multiplatform social media campaign to raise awareness & funds; $30K raised and distributed
- Streamlined a complex logistical strategy to deploy 22 tons of food to the most remote communities in Colombia

SI COLLECTIVE + CREO CONSULTING NYC, United States – Paris, France

Creative Consultant and Paris Showroom Director January 2017 - 2020

- Orchestrated & led Si Collectives' Paris Showroom becoming the voice of 10+ Latinx brands, signing top-tier retailers as Net-A-Porter/Matches, generating over $ 1M sales every season.
- Creative consultant redefining international positioning strategy, reviewing storytelling and branding vision.

EDUCATION

INSTITUT FRANÇAIS DE LA MODE Paris, France

IFM LABELS ACCELERATOR November 2018 – August 2019

- 1 of 8 labels selected to join a 1 year accelerator for young creative brands.

IFM ENTREPRENEURS INCUBATOR September 2016 – August 2017

- 1 of 10 startups selected to join a 12-month incubator for startups in creative industries; Merit scholarship

UNIVERSIDAD DE LOS ANDES Bogota, Colombia

Bachelor of Business Administration: Economics and General Management 2012

ADDITIONAL

- **Languages**: Native Spanish, bilingual fluency in English and French, conversational Italian
- **Activities**: Team sports: Tennis and Soccer, Travel enthusiast, Explorer/Cook of Mediterranean cuisine.

Christina Baladis

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, STANFORD SCHOOL OF EARTH Stanford, CA
MBA + MS Environment & Resources *(Dual Degree)* *2020 – 2022*

- **Winner,** Energy@Stanford Climate Change Simulation. Created world-view scenario limiting global warming to 2°C
- **Courses include:** Global Land Use Analysis, Public Policy, Advanced Marketing, Scaling Ventures in Developing Economies, Data and Decisions
- Arbuckle Leadership Fellow, Co-President Europe Club

UNIVERSITY COLLEGE LONDON (UCL) London, UK
BSc, Information Management for Business *2009 – 2013*

- **Awards**: 1st Class Honors, Won two Nationwide Digital Skills University competitions
- **Dissertation**: Analyzed effectiveness of communication technologies in the workplace. 1st Honors
- Vice President Greek Society (led campaign promoting entrepreneurship, organized charity events with >100 attendees), Theater Arts (managed backstage & props for 3plays)

EXPERIENCE

CISCO SYSTEMS, INC. Bedfont Lakes, UK
Strategic Partner Account Manager for 3 IT Service Providers - EMEA *(promoted each year)* *Oct 2016 – April 2020*

- Awarded Chairman's Club (Top 1% of company worldwide) in FY19, 128% of $39M target, achieved 200% of $10M target in FY18
- Won key multimillion-dollar deals across Cisco solution portfolio by engaging cross-functional Cisco teams and educating stakeholders at every level of the customer's organization (executive leadership, technical pre-sales, delivery teams, operations, procurement, account teams)
- **Cross-cultural leadership:** Worked across Europe, Middle East, USA and India with >100 stakeholders to manage EMEA channel with 3 global, multibillion-dollar IT Service Providers (TCS, Infosys, Wipro)
- **Go-To-Market Strategy**: Developed & executed 3-year plan across key solutions, countries and end-customers

Virtual Sales Account Manager – UK *2015 – 2016*

- Achieved 110% of $8M target. Developed & executed regional sales plan for portfolio of ~200 customers
- **Teamwork award**: Generated $1.3M of services sales for team by analyzing data and building action plans with 20 account managers above and beyond assigned product portfolio.

Sales Associate (CSAP) - UK *2014 – 2015*

- Achieved 150% of $0.5M sales target (20% YoY growth)

Global Co-Lead for Early Career Network (ECN) *2017 – 2020*

- **Leadership & scale-up**: Formed and led global team of 12 early career professionals who orchestrated initiatives to hire, retain and develop young talent. Grew network from 3,000 to 7,000 employees
- **Fundraising:** Pitched and secured quarterly funding through Cisco executive sponsorship
- **Social Impact:** Planned and delivered first Global Giving Back trip (2019): 40 volunteers from >20 nationalities travelled to Brazil to build water cisterns for 17 families without access to running water.
- Formed Impact Month competition: >1000 early careers now participate yearly. Analyzed data of engaged employees and correlated it to higher retention and promotion rates. Presented case to Cisco Executives

Recognition / Leadership

- Winner of two innovation challenges for Cisco strategy
- Mentor for 4 Sales Associates in Japan, Denmark and UK

MARS INC. Slough, UK
Internship in Information Services Department - Europe *2011 – 2012*

- Led the Regional Service Desk team (5 technical outsourced resources) resolving >700 incidents
- **Social Impact Team**: Led campaign for employee sustainable habit adoption. Created and delivered "Introduction to IT & Internet" courses to senior residents of the local community

ADDITIONAL

- **Languages:** English and Greek (native), German (intermediate), French (basic)
- **Interests:** Volunteer English & German teacher for financially underprivileged children, theater (performed in West End theater, wrote and directed high school plays), yoga, meditation, piano, running (captain of school cross-country team), certified PADI diver
- **Nationality:** USA and European Union (Greece)

Jamie Balsillie

jbalsil@stanford.edu | 617 874 7280

EDUCATION

Stanford Graduate School of Business (2020-2022) **Palo Alto, California**
MBA candidate matriculating in September 2020

University of Western Ontario (2011 – 2016) **London, Ontario**
Honors Specialization of Economics, Minor of Mathematics (3.90 GPA)

- 2014 Alumni Economics Essay Prize, 2013 Koenig Prize for Top Academic Performance. Published research in 2014 & 2015 WUER. Rhodes Scholarship Finalist
- Western Economics Society Co-founder. Created organization to foster intellectual community among students and faculty. Has one of the ten largest paid membership bases on campus
- Varsity Fencing Team, Épée

Harvard College (2014-2015) **Cambridge, Massachusetts**
Visiting Undergraduate Student (3.80 GPA)

WORK EXPERIENCE

Indigo Agriculture – Growth stage agriculture start-up with $1.2B of funding **Boston, Massachusetts**
Head of Indigo Grain Quality (May 2019 – February 2020)

- Had P&L responsibility for 10-person business unit with mission to decommoditize grain sales, providing satellite- and NIR-based quality testing and enabling premium transactions
- Launched first product offerings to growers and buyers in all row crops
- Led $36M deal to gain exclusive access to SOTA on-farm testing technology

Lead, Office of CEO (January 2018 – May 2019)

- Supported CEO in daily operations and interactions with leadership team. Attended all his meetings, facilitated Board Meetings, and implemented daily operations stand-ups.
- Created and led Indigo Carbon through launch: Recommended launch of new business unit to Board, created business model of automating growers' generation of carbon credits, designed MVP, led 8-person operating team, launched nationwide. Now is one of company's two central products

McKinsey & Company – Leading global management consulting firm **Toronto, Ontario**
Business Analyst (September 2016 – January 2018)

- Performed analysis and execution recommendations for PE, food & agriculture, and software clients
- Projects include: Advised on consumer food brand's acquisition decision on potential target; Recommended investment/divestment strategy for protein producer's $3B product portfolio; Recommended revised global sales organization structure for large software company
- Began managing projects within 12 months and was the only analyst in Toronto to receive highest possible rating (top 5%) in first year

Sky9 Capital – Venture capital firm led by Lightspeed China Partners MD **Shanghai, China**
Summer Analyst (Summer 2016)

- Developed and presented investment theses on applying artificial intelligence to enterprise applications
- Tracked domestic investment activity, attended conferences, and spoke with portfolio entrepreneurs

Inter-American Development Bank – Large NGO in World Bank Group **Washington, D.C.**
Intern (Summer 2015)

- Analyzed expected changes in shareholding, presented implications for Canadian ownership
- Proposed an allocation method that became the basis for Canada's negotiation for investment rights

OTHER

Highly skilled in Excel and PowerPoint. Intermediate skills in Python and Matlab for deep neural networks, reinforcement learning, and natural language processing. Basic skills in SQL and Arduino.

Interests: Soil health, indie music, future of AI, meditation, development, basketball, Effective Altruism.

Andrew P. Barnett

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EDUCATION

Stanford Graduate School of Business **Palo Alto, California**
Master of Business Administration Candidate Expected June 2022

- **GMAT:** 770

Princeton University **Princeton, New Jersey**
A.B Economics, Summa Cum Laude; Certificates in Computer Science, Statistics, and Finance June 2015

- **GPA:** 3.8 Cumulative / 3.9 Economics (Math-Track)
- **Thesis:** Behavioral Foundations for Macroeconomics - Prospect Theory in Heterogeneous Agent Models
  - Won the *"Burton G. Malkiel *64 Senior Thesis Prize in Finance"* for best thesis on a financial topic
- **Extracurriculars:** Terrace F. Club, Tiger Investments (President), Princeton Running Club (Recruiting Chair), Princeton Shakespeare Company (Historian), Princeton 5th Reunions Experience Committee

EXPERIENCE

CC Capital Partners **New York City, New York**
Senior Associate May 2016 – June 2020

- First junior team member at a private equity firm founded in late 2015, focusing on using permanent capital vehicles to transform companies for the long term, with $4.7 billion of cumulative equity raised
- Selected Project Experience
  - FGL Holdings: $1.8 billion purchase of an Iowa-based life insurer with $25 billion in assets in 2017
    - Run deal modeling and analysis, including for the $1.2 billion IPO of the fund structure in 2016, the subsequent acquisition of FGL in 2017, and 13+ attempted bolt-on acquisition auctions
    - Analyze opportunities for potential insurance portfolio optimization, including ongoing exploration of specialty finance assets
    - Managed diligence process for a $3 billion reinsurance transaction, directing internal teams alongside bankers and consultants to prepare board presentations and the final bid
    - Coordinated with CFO and investor relations team for a $130mm warrant tender, preparing presentations to the Board of Directors and shareholders post-tender
    - Sale of FGL Holdings to FNF for $2.7bn, for a ~13% total IRR
  - Dun & Bradstreet: Take-private of corporate data provider in August 2018 for $7.1 billion
    - Analyzed opportunity to de-risk the $2.1 billion pension through potential FGL partnership
    - Conducted 20+ customer calls to understand DNB's competitive position and potential synergies
  - Strategized with operating partners to analyze and bid on a $700mm chemicals company carve-out
  - Interviewed, trained, and mentored newly hired associates for a fast-growing team

CCMP Capital Advisors **New York City, New York**
Private Equity Analyst July 2015 – May 2016

- Valued acquisitions, analyzed portfolio company operational improvements, and conducted market research for an international private equity fund with $7 billion in AUM, focusing on consumer and industrial sectors
- Selected Project Experience
  - Researched hospital outsourcing industry, performing diligence with industry bankers and consultants
  - Conducted due diligence on a potential equity injection for a $3 billion distressed chemical company

ACTIVITIES

Tiger Capital Management (Alumni Board Member) **April 2014 – Present**

- Former COO and partner of Princeton's student investment fund, with 24 members and 31 alumni
- Collaborated with board members to raise $40k from alumni and sponsors and grow endowment to $100k
- Created and lead the alumni mentorship program that annually matches 10 alumni with 15-20 students

SKILLS AND INTERESTS

Languages: Spanish (Limited Working Proficiency)
Interests: 5k Road Races, Texas Hold 'Em, Gardening, Michigan Football, Camping

JOEY BARNETT

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Tech Club; Product Club; FLI (First-Gen, Low-Income) Club; TALK Coach

UNIVERSITY OF CALIFORNIA, IRVINE Irvine, CA
Master of Arts in Anthropology, Research Emphasis in Economic Anthropology 2017
- Awarded U.S. Department of State Critical Language Scholarship (Hindi)

PRINCETON UNIVERSITY Princeton, NJ
Bachelor of Arts in Anthropology, Certificate in South Asian Studies 2012
- President, Princeton Tower Club (social organization); Artistic Director, Naacho Indian Dance Troupe

Experience

SPOTIFY Remote / New York, New York
MBA Intern, Product Marketing Management 2021
- Developed product strategy and GTM positioning for Spotify for Artists repertoire reporting tools, based on self-conducted market research on catalog music - which drove 66% of all H1 2021 music streaming in the U.S.
- Ideated and proposed educational strategy for self-serve marketplace products for Spotify for Artists, supporting Native Ad products listed among top ten company-wide bets and generating ~40% of product area revenue
- Led marketing GTM for first major content initiative in proposed educational strategy for Marquee, Spotify for Artists' flagship marketplace fan development product

INFOSYS Remote
MBA Intern, TMT Product Strategy 2021
- Refined product specs and prioritization roadmap for Infosys Media Platform – an AI-enabled metadata tagging and content ingestion offering – based on industry research and existing expertise
- Designed GTM strategy for Infosys Media Platform via segmentation study of key stakeholders in media industry

WHIP MEDIA GROUP
Late-stage media & tech startup, providing app-sourced audience data solutions to studios Santa Monica, CA
Media Research Lead 2020
- Established GTM strategic geographic priorities and research for content rights marketplace through market sizing of global VOD revenue opportunities for existing and prospective media clients
- Synergized work of Data Science and Revenue teams to publish industry studies and operations use cases for global television and film markets, leveraging mobile consumer app first-party data of 1M+ daily active users

UNIVERSAL PICTURES, NBCUNIVERSAL Universal City, CA
Director, Analytics (2020); Manager, Analytics (2018 – 2020); Distribution Analyst (2017 – 2018) 2017 - 2020
- Supervised cross-functional team across operations and analytics to drive data-driven risk analyses and negotiations, including theatrical subscriptions revenue share deals worth forecasted $50M+ in annual rental
- Identified an additional annual revenue opportunity of $10M+ in re-structured film rental terms with national circuits; prescribed negotiation tactics for President of Distribution to maximize value capture
- Project managed $1M repertory release by scaling efforts and mapping dependencies across all studio and filmmaker business units, including global publicity, marketing, post-production, and sales
- Led analytics and strategic evaluation of in-theater marketing partnerships to reduce CPMs of major partners by ~10%, saving an estimated $1M in annual marketing spend in negotiations

UNIVERSITY OF CALIFORNIA, IRVINE Irvine, CA
Researcher & Graduate Teaching Assistant 2014 - 2017
- Triangulated economic and ethnographic fieldwork on financialization of Mumbai's Hindi film industry and its impact on industry labor relations, including structural and social barriers to entry for local artists
- Presented research on Jaipur Kathak dance traditions at American Institute for Indian Studies in Jaipur, during immersive study funded by U.S. Department of State Critical Language Scholarship

Additional

- Languages: Advanced in Hindi, Fluent in English
- Community Service: High school cross country and track volunteer/trainer
- Interests: Running (USA Track & Field athlete); Bollywood dance (former professional); Writing

LAUREN BARRIERE

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Education

STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS **Palo Alto, CA**
Candidate for Masters of Business Administration (MBA); GMAT: 770 *2022*
Women in Management, Hispanic Business Student Association, VC Club, Future of Cities Club, Tech Club, Leadership for Society

COLUMBIA COLLEGE, COLUMBIA UNIVERSITY **New York, NY**
Bachelor of Arts, Double Major: Political Science (Focus: Political Theory), Latin American & Caribbean Studies *2013*
Kluge Scholar: $60,000 award based on cultural diversity and academic/extracurricular achievements

Experience

Cash App (Square, Inc) | Go-to-market Strategy Intern | San Francisco, CA *2021*

- Developed product positioning, rollout strategy and customer acquisition plan for Cash App Pay, a new contactless payment method designed to give users easier access to their balance and give merchants a new channel to reach Cash App customers.

Office of Dr. Condoleezza Rice | Researcher | Palo Alto, CA *2021*

- Conducted research on Internet access and the cost of closing the digital divide, and presented findings to Dr. Condoleezza Rice to help advise policymakers on the upcoming federal infrastructure bill.

ALPHABET, INC. **Mountain View, CA**

- Promoted 4 times in 6.5 years, a total of 3+ years ahead of schedule.
- Received 35 Google awards, including 19 peer bonuses, 10 spot bonuses, incl. spot bonuses from CEO & COO.

Waymo (Google self-driving cars) | Interim Head of Business Development & New Business Development Lead *2018-2020*

- Managed BD team through leadership transition, re-building team from 3 to 7 team members, running the hiring process for Director of BD (backfill), and helping team members close 5 strategic partnerships in 7 months.
- Led BD/partnerships for new business lines beyond the core self-driving taxi service, including last-mile delivery, lidar sales (sensors that act as the “eyes” of a self-driving car) and long-haul trucking.
  - Started Waymo’s lidar sales business unit from scratch. Became acting GM and P&L owner, managing 8 direct and dotted line reports and coordinating 30+ in engineering, supply chain, legal, etc.
  - Secured Waymo’s first dozen lidar sales customers, pitching VPs/CTOs at both startups and multi-billion dollar companies.
  - Negotiated, structured and closed Waymo's first-of-kind partnership with UPS to deliver packages in self-driving vehicles - securing 40% of Waymo’s 2020 revenue target through this deal.

Waymo (Google self-driving cars) | Manager, Communications *2016-2018*

- Led PR for pivotal launches, including the early rider program, Waymo’s first self-driving pilot with members of the public, driving 20,000+ sign-ups in a single market in just 48 hours without any paid advertising.
- Managed PR through the Uber/Waymo lawsuit, shaping hundreds of stories on Uber’s theft of Waymo’s sensor IP.
- Wrote majority of Waymo’s product positioning, including narratives on AI/machine learning, safety, and testing, and placed stories in the most prominent publications, e.g. *New York Times, Wall Street Journal, Bloomberg,* etc.
- Principal speech writer for C-level executives including CEO & CTO. Wrote CEO/CTO mainstage keynote for Google I/O.

Google Fiber & Internet Access | Senior Associate, Communications *2014-2016*

- Introduced Google Fiber to 14 new U.S. markets and ran press events with city mayors—including LA’s Mayor Garcetti.
- Fought PR battles against incumbent Internet providers’ protectionist policies. Through press, we won support for policies such as “One-Touch-Make-Ready," which required incumbents to give Google access to utility poles.
- Landed 1500+ positive stories on Google Fiber’s pledge to deliver broadband Internet to public housing projects.

Google Maps | Associate, Communications *2013-2014*
Google.org | BOLD intern, Communications *2012-2012*
UNITED NATIONS GLOBAL COMPACT FOUNDATION | New York, NY | Operations Intern *2011-2012*

Activities & Interests

Women of Waymo: Committee Chair for Member Growth and Engagement. Launched the first Executive Sponsor Program.
Google BOLD mentor: Regularly met with and advised students during four cycles of Google’s diversity internship program.
Personal interests: pasta making, walks with my pup Bear, magical realism novels, and scuba diving (a recent hobby!)

Nicholas Fadi Bashour

nickbashour@gmail.com | 440.454.3221

EDUCATION

Stanford University – MBA Candidate Class of 2022

Left a cushy private equity gig to work on problems in healthcare and cybersecurity

University of Michigan – Ross School of Business

BBA with High Distinction, Computer Science Minor – 3.9 Cum. GPA Class of 2015

- Teaching Assistant, *Introduction to Finance;* William Branstrom Prize (top 5% GPA); Treasurer, Interfraternity Council; Head of Partnerships, MUSIC Matters

PROFESSIONAL EXPERIENCE

Nautic Partners – Associate Boston, 2018 – 2020

Learned how to invest & take risks at a $5B PE fund, but wasn't satisfied spending my life turning money into more money

- Fastest associate in firm history to be offered position in General Partnership
- ~$2B of Completed Transactions: extensive responsibility over diligence, financing, and third-party advisors
  - *CarepathRx Pharmacy:* raised $500M SPV and completed $1B deal, largest in firm history; combined multiple pharmacies to pursue identified whitespace in health system outsourcing
  - *American Renal Associates:* $900M take-private of leading dialysis provider; first take-private in firm history
- Portfolio Companies
  - *Custom Window Systems ($20M EBITDA):* direct responsibility for lender financial reporting during ~6 months of CFO transition; divested underperforming business unit and exited successfully
  - *Vantage Mobility ($20M EBITDA):* completed one add-on acquisition, RevAbility, a $30M accessible vehicle manufacturer carved out from REV Group (NYSE: REVG)
- Other Deals: completed in-depth diligence on dozens of other opportunities in tech-enabled B2B, healthcare, manufacturing, and distribution

Kearney – Analyst to Associate New York, 2015 – 2018

Developed basic business chops, but hated having no skin in the game

- Fastest in class to Associate (post-MBA position). Founded the firm's Middle East & North Africa (MENA) Network, a global mentorship group for consultants with ties to the MENA region
- Project Experience
  - 5-year strategy for $10B grocery, assessing strategic alternatives including acquisitions and an outright sale
  - Go-to-market assessment for $4B freight provider, developing pricing algorithm and customer segmentation
  - Commercial & operational diligence on merger of consumer good retailers with combined $4B revenue
  - Organization redesign and process improvement for $2B trucking company
  - Commercial & operational diligence on $1B outsourced transportation provider

OTHER

- *Technical skills and coursework:* C++, C#, React Native, Java, Python, basic SQL; multi-variable calculus, discrete mathematics, linear algebra, data structures & complexity, artificial intelligence & machine learning
- *Languages:* Fluent in Arabic & Spanish; conversational in Portuguese
- *Volunteering:* Organized $25k fundraiser for Syrian refugees
- *Music:* Amateur musician of the guitar, the *oud* (Arabic lute), and the *derbekeh* (Arabic percussion)
- *High school:* Division I soccer national champion, valedictorian (St. Ignatius, Cleveland, OH)

ANDREW BECK

aabeck@stanford.edu • (602) 421-8249 • linkedin.com/in/andrew-a-beck

EDUCATION

Stanford University, Palo Alto, CA **2020-2022**
Master of Business Administration Candidate

United States Military Academy, West Point, NY **2007-2011**
Bachelor of Science with Honors, Civil Engineering

- 3.9 GPA, (#8 of 1,083 cadets)
- Superintendent and Commandant Award recipient for top 5% in academics, military science, and physical fitness
- Selected as 1 of 8 Cadet Battalion Commanders to lead 500 cadets in a Corps of 4,000

EXPERIENCE

United States Army, Europe, Middle East, United States **2012-2020**

Detachment Commander, 10th Special Forces Group, Romania, Afghanistan, Colorado **2016-2020**
Oversaw operations, growth, and vision of 12-person Special Forces Detachment & 500-person coalition force

- Designed and implemented inaugural 3-month Romanian Special Operations Training Course with 13-person multi-national staff; Romanian transformation proposed as a model for rest of Armed Forces
- Developed a data driven methodology for assessing 180 Romanian Special Operations Soldiers, increased quantity of candidates by 680% while also increasing quality
- Spearheaded efforts of Afghan National Counter Narcotics Task Force comprised of over 600 Afghans, U.S. Army, and Air Force personnel for 6 months; commanded 12 highly successful missions that resulted in over $77M of revenue denied to insurgents
- Mentored Afghan Ministry of Interior Media Director and Deputy Minister for Counter Narcotics in developing a drug education campaign across Afghanistan; program is sustainable for after US forces depart

Resident Student, John F. Kennedy Special Warfare Center and School, Fort Bragg, NC **2015-2016**

- Ranked #2 out of 42 officers during the Special Operations Captain's Career Course
- Achieved working professional proficiency in Russian Language (2 on ILR scale)

Company Executive Officer, 173RD Airborne Infantry Brigade, Vicenza, Italy **2013-2014**
Second in command, managed back-end processes/systems to ensure readiness of 140-person Infantry Company

- Rated #1 of 34 officers with "unlimited promotion potential" based on combat leadership & poise
- Deployed assets and equipment across six European countries to support several multinational exercises (32 vehicles and 10 shipping containers)
- Removed $2.9M of excess equipment, which aligned assets with mission and increased readiness
- Increased vehicle fleet of 72 from 56% to 96% readiness by instituting mechanisms to track maintenance, enabled deployment of assets within 18 hours to anywhere in Europe

Platoon Leader, 173rd Airborne Infantry Brigade, Italy and Afghanistan **2012-2013**
Commander of 41-person Airborne Infantry Platoon, direct supervisor for 5 non-commissioned officers

- Led over 35 combat operations in one of the most dangerous and rugged environments in Afghanistan; degraded a robust insurgent network
- Managed company's first intelligence support team to coordinate intelligence driven operations for nine month deployment to Afghanistan; best practices shared with three other companies
- Trained a 30-man Afghan police unit to assume security responsibilities for their district after U.S. departure; base successfully turned over to Afghan Forces to operate independently

ADDITIONAL

- *Programming Experience:* Familiarity with Python, SQL, and Wolfram Multiparadigm Data Science workflow
- *Travel/languages:* Traveled to >20 countries; conversant in Russian and Spanish; familiar with Arabic, Pashto, and Dari
- *Interests:* Avid outdoor enthusiast – summited Mt. Rainer and Mt. Blanc, biography nerd – Robert Caro Fan

KENDALL BECKETT

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA

Master of Business Administration Candidate Expected 2022

- **Activities:** GSB Impact Fund (*Investor, Fintech Team*), Women in Management (*Professional Development Chair*)

STANFORD UNIVERSITY Stanford, CA

B.A. in Economics with Distinction, Minor in International Relations Conferred 2016

- **Honors:** Phi Beta Kappa, President's Award for Academic Excellence (*Cumulative GPA: 4.0*)
- **Activities:** Haas Center for Public Service (*Corporate Responsibility Fellow*), Volunteers in Latin America (*Program Coordinator*), Stanford Economics Association (*Peer Mentor*)

EXPERIENCE

PETAL New York, NY

Petal uses banking data and banking history to issue fair, responsible credit for the modern world. 2021

MBA Intern

- Led business development for Prism Data, Petal's newly launched B2B company, secured the first beta clients, and conducted a competitive and value-based analysis to price Prism's suite of SaaS products.
- Evaluated FinTech product categories and recommended a 3 year expansion strategy to the leadership team.
- Designed and launched hiring for the company's first Business Operations team.

FACEBOOK Menlo Park, CA

Manager, Global Strategic Initiatives (*Promoted from Assoc. Manager & Associate*) 2018 – 2020

- Led strategy development, product and program management, and go-to-market strategies for high profile cross-functional projects:
  - Headed a 9-person team to design the operations of the Oversight Board, a global flagship initiative to institute independent governance into Facebook's content moderation system. Consulted with 200+ external stakeholders and designed the institution's user and product interface.
  - Brokered a national health partnership between Facebook, the CDC Foundation, and 22 state health associations to reach 60 million Americans with COVID-19 health messaging.
  - Developed the company's first data-driven stakeholder prioritization and measurement strategy and scaled the methodology across policy and partnership teams.
- Built the team's strategic planning and response infrastructure and managed hiring to 6x headcount in two years.

REDSTONE STRATEGY GROUP Redwood City, CA

Redstone advises philanthropies, NGOs, and companies on social and environmental problems. 2016 - 2018

Senior Analyst (Promoted from Analyst)

- Project-managed the incubation and launch of a $250 million cross-sector partnership on regional housing challenges. The Partnership for the Bay's Future will produce and protect 182,000 homes in 10 years.
- Developed multiple analytical models and wrote strategies for a Bay Area foundation to inform the creation of their new affordable housing and anti-displacement vertical.
- Worked with the White House, State Department, and a climate donor consortium on a public-private partnership to secure a landmark amendment to the Montreal Protocol, a global climate agreement. Liaised between partners to program the associated $50 million energy efficiency fund to 38 countries.

APPLE, INC. Cupertino, CA

Supplier Responsibility Intern 2015

- Conducted a comprehensive program review and peer benchmarking project, analyzed data from one million global workers, and catalyzed a new programmatic focus on women in Apple's factory labor force.

ADDITIONAL

- **Language:** Proficient in Spanish
- **Skills:** R, Stata
- **Interests:** Nature photography, charcoal drawing, pasta-making

CAROLINE BEGLEITER

94 Loyola Avenue, Menlo Park, CA, 94025 | cbegleit@stanford.edu | 914-610-9523

EDUCATION

MBA at Stanford University Graduate School of Business, Stanford, CA — August 2020 – Present
Relevant Coursework: Start-Up Garage, Monetization, Product Launch (Advanced Marketing), Data and Decisions
Activities: Arts, Media & Entertainment Club, Women in Management Club, The Update Co-President, FOAM Committee

BS at Cornell University, Ithaca, NY — August 2012 – January 2016
Major: Information Science; *Concentration:* Digital Culture & Production and Information Ethics, Law & Policy; *Minor:* Business
Completed degree in 7 semesters; *Awards:* Cum Laude, Deans List; GPA: 3.6 / 4.0

WORK EXPERIENCE

TikTok Content Partnerships, Los Angeles, NY — May 2021 – August 2021
Community Strategy and Creator Monetization Internship

- Supported cross-functional efforts focused on enhancing creator experience, advising TikTok's product managers, financial planners, data and analytics team, internal strategists, and creator growth strategists on ongoing projects
- Gained in-depth expertise in TikTok's creator economy and product offerings through qualitative research and extensive data analysis and identified and executed opportunities to enhance creator monetization and community development
- Presented current climate of creator desires and motivations across content verticals and demographic groups to senior management and proposed actionable product and partnerships strategy initiatives based on findings
- Advised creators and corporations on TikTok growth strategy by leveraging comprehensive knowledge of creator space

Business Team of Influencer Serena Kerrigan, New York, NY — May 2020 – August 2020
Co-founder and Chief Operating Officer

- Built business infrastructure to support monetization and scale for influencer Serena Kerrigan, quadrupling Serena's annual revenue and increasing her follower account by sixfold across all platforms
- Led strategic business and content planning through collaborations with business partners and third-party advisors
- Launched one-on-one coaching service after conducting market diligence to optimize pricing and marketing strategy
- Constructed ecommerce platform and managed design, manufacturing, distribution, and fulfillment of products

TPG Growth, San Francisco, CA — July 2018 – July 2020
Internet, Digital Media, and Communications Investments Associate

- Collaborated with senior professionals in team environment to pursue exciting investment opportunities in companies spanning content production studios, social media platforms, digital product retailers, and others
- Portfolio includes companies such as CAA, Calm, Uber, Spotify, Airbnb, Vice, Univision

Select Project Experience

- **Ongoing support for STX Entertainment (now ErosSTX) business development**
  - Provided film studio's management team with operational insights based on quantitative analysis
  - Advised company executives on financial and operational decisions impacting $500 million merger with Eros
- **Advisor to Beautycounter business development team and board of directors observer**
  - Conducted data analysis to advise company on new product launches, social media strategy, and pricing decisions
  - Acted as key relationship manager to the company on behalf of TPG during COVID downturn

Bank of America Merrill Lynch — June – August 2015; July 2016 – June 2018
Investment Banking Analyst

- Worked alongside management teams of corporations and private equity sponsors to structure and execute sub-investment grade debt offerings for acquisitions, refinancing, and other corporate purposes

SKILLS & INTERESTS

Skills: Microsoft Office (Excel, PowerPoint, Word, Outlook), Adobe Suite, R Code, Shopify
Interests: Pilates (certified instructor), long distance running (training for 100km race in December 2021) popular culture, social media and content creation, residential real estate, nonfiction books

DIEGO SEBASTIÁN BEIN

dbein@stanford.edu | +1 650 6817519 | LinkedIn

Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA
MS, Management – one year, full time degree program for experienced leaders — 2022 (exp.)

CFA INSTITUTE
Chartered Financial Analyst Charterholder — 2018

UNIVERSIDAD TORCUATO DI TELLA — Argentina
MS, Finance GPA: 8.25/10 (top 13%) — 2013

UNIVERSIDAD DE BUENOS AIRES — Argentina
BS, in Economics, GPA: 8.46/10 (top 5%) *Magna Cum Laude* — 2009

Professional Experience

CAF, DEVELOPMENT BANK OF LATIN AMERICA — Colombia, Venezuela, Peru

Financial Solutions Principal Executive — 02/2019-06/2021

- Co-led setup of first-ever Financial Solutions Unit of CAF, providing innovative lending and hedging tools for clients; defined objectives, strategy, and scope of work for the first 3 years.
- Coordinated a team in the assessment, pricing, and structuring of 150+ derivative and local currency solutions for sovereign and private sector clients valued at USD 12B.
- Executed USD 4B in deals (30x total comparable deals done before 2019).
- Managed client relationships in 14 countries, led quarterly meetings with Ministries of Finance, state-owned enterprises, local development banks, and private sector companies.
- Designed the first commodity hedging contingent loan for a sovereign client, executed in Mexico tied to oil prices (USD 300M); customized and offered the product to 4+ other countries.

Financial Policies and International Bond Issues Executive — 02/2018-01/2019

- Analyzed and developed initiatives related to capital structure: proposals of capital increases, company valuation, and long-term portfolio growth.
- Managed distressed portfolio of Venezuela (>10% of total); structured and implemented a stock repurchase program to prevent the country's default.
- Appraised and defined pricing and lending schemes for a total value of USD 4B on 40+ private and public projects.
- Presented financial reports to S&P, Fitch, Moody's for annual rating reviews. Modeled scenarios and projections based on Basel framework and risk indicators.

Market Strategies and Risk Executive — 09/2015-01/2018

- Led team in designing and implementing a new credit model tool to determine investment limits (USD 14B liquidity portfolio; 300+ counterparties evaluated).
- Conducted monthly reviews of five external asset managers (USD 2B portfolio); conceptualized evaluation methodology and completed due diligence for replacing poor performers.
- Created an internal market and industry research platform to support funding and investment decision-making processes.

CAF Professionals in Development. Senior leadership rotational program — 10/2014-09/2015

- *Project Finance unit*. Designed and reviewed financial models for hydropower, wind power, and urban transport projects in Ecuador, Peru, and Uruguay.
- *Country Programs Vice-Presidency*. Participated in corporate planning process leading strategic projects: development effectiveness report, credit cycle times.

TECHINT GROUP — Argentina

Economic and Financial Analyst. Techint Engineering & Construction — 01/2013-10/2014

- Developed financial models and pricing schemes for 50+ infrastructure projects in energy, industrial, mining, and urban sectors across Latin America.
- Managed project portfolio (15+), analyzed financial progress, budget compliance, and overhauled price redetermination clauses.
- Drafted and reviewed documentation, including contracts, concessions proposals, EPCs, purchases, and supply agreements.
- Conducted macroeconomic, regulatory, and market research.

DIEGO SEBASTIÁN BEIN
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Techint Young Professionals Program. Compensations and Budget Analyst 01/2010-12/2012

- Designed and implemented changes in multi-country compensation policies based on internal strategy, benchmark studies, and regulatory developments.
- Analyzed and monitored regional compensation data and trends (Argentina, Brazil, Mexico, and across Latin American).
- Prepared internal budgets and reported results to senior management.

Additional Information

- **Skills**: Excel, PowerPoint, Capital IQ and Bloomberg.
- **Languages**: Spanish (native), English (bilingual – TOEFL iBT 113/120), Portuguese (limited proficiency).
- **Interests**: Teaching assistant of macroeconomics, econometrics, and statistics (2007-14); Economic advisor to the National Congress of Argentina (2010-12); Journalism degree (2005-07).

ANDRÉS BENAVIDES

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

KENYON COLLEGE Gambier, Ohio
Bachelor of Arts, Economics 2014

- GPA: 3.80 / Honors: Magna Cum Laude
- London School of Economics (LSE) General Course program

Experience

TECHSTARS Lima, Peru
Global platform for investment and innovation
Venture Associate 2020

- Led company sourcing process in Latin America for the Workforce Development Accelerator. Selected three companies that were included within the top 40 ventures worldwide
- Participated in interviews with entrepreneurs, prepared diligence documents, and advised the Managing Director with company selection

ABLE Lima, Peru
Company builder and product developer
General Manager at Codeable 2019 – 2020

- Created Codeable, a portfolio company that trains software developers. Took the initiative from concept to first day of class in three months. Achieved an NPS of 87, 96% employment for inaugural class and a 3x increase in average salary
- Transitioned the program to a fully remote experience for the second class, while also tripling the size of the program in its second year of operations
- Secured the program's sustainability by achieving cashflow breakeven with a total of $220,000 investment. This led to formally spinning off Codeable, making it Able's first portfolio company

STARTUP PERU Lima, Peru
Government initiative that supports innovation and entrepreneurship
Program Lead 2017-2018

- Crafted the first policies to promote venture capital. Secured US$6MM to distribute as performance-based grants to incubators and accelerators, as well as US$10MM to create the first fund-of-funds
- Spearheaded efforts to integrate Peru into the global startup ecosystem. Secured US$4MM to create Startup Peru Plug, which attracts entrepreneurs from abroad, as well as Startup Perú Summit, a conference headlined by 10 international speakers
- Organized the Perú Venture Capital Conference in 2017 and 2018. Doubled attendance each year by securing pro-bono speakers including Jason Portnoy, Claire Delauney, Chris Heivly, and Brian Wong

UTEC VENTURES
Company accelerator and angel investment network
Chief Operating Officer 2016 – 2017

- Designed and implemented Peru's first acceleration program. Steered the investment in 17 early-stage companies. The portfolio's current unrealized return is of 390%
- Created Capital Zero, UTEC's angel investment network. Recruited 50+ high net-worth individuals and secured a grant from the Ministry of Production to finance daily operations
- Collaborated to launch the Peru Venture Capital Association

Additional

- Professional Soccer: Club Atletico Minero (2012). Kenyon College Men's Soccer (2010 – 2014)
- Co-founder: Ruta Startup, a tech entrepreneurship blog. Cited at Techcrunch and The Next Web
- Advisor: Angel Ventures / Outbound Ventures / Cuy Movil / GetonBoard

ALEXANDER S. BENNETT

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *2020 – 2022*

University of Chicago **Chicago, IL**
Bachelor of Arts (Honors) in Physics *2010 – 2014*

- **Cumulative GPA:** 3.7/4.0 (Completed degree one quarter early) | **GMAT:** 760 (99th percentile)
- **Student Government:** Twice elected to represent Class of 2014, consisting of 1,400+ students
- **University of Chicago Career Advancement:** Mentored students on resume writing, networking skills, and interview prep
- **Research Assistant for Prof. Tobias Moskowitz:** Named contributor on two papers published in academic journals (Quarterly Journal of Economics, Journal of Financial Economics) on the topics of behavioral economics and stock price behavior

PROFESSIONAL EXPERIENCE

GTCR **Chicago, IL**
Private Equity Senior Associate – Technology, Media, and Telecommunications (TMT) Group *2019 – 2020*
Private Equity Associate – TMT Group *2017 – 2019*

- Collaborated on deal teams of 3-5 to evaluate, acquire, and manage companies as part of 54-person investment team
- Presented the most deals to GTCR's Investment Committee out of any associate (22 at the firm) – 12 deals over 34 visits
- Completed most deals of any associate at the firm. Four platforms and two add-ons representing ~22% of Fund XII ($5.25bn fund)

Internal Leadership & Recognitions

- Top bucket distinction in annual review in class of seven associates. Promoted to Senior Associate following second-year review
- Created firm's newly launched analyst program. Recommended framework and evaluation criteria to senior team. Led all training
- Selected by senior team to lead training on financial modeling and acquisition target profiling for 25 new hires over three years
- Directly supervised four junior associates and one analyst in deal execution and portfolio company management
- Lead associate in group's telecommunications and advertising technology diligence efforts

Select Transaction Experience & Portfolio Company Involvement

- ~$300mm investment in Gogo's Senior Notes, Convertible Notes, and equity *(Firm's first-ever public credit investment – Mid-2020)*
  - Created and maintained detailed operating model to estimate impact of COVID-19 on company's cash flow and liquidity
- Served as sole associate in ~$340mm acquisition of Northland Communications, a rural cable operator *(Closed October 2018)*
  - Spearheaded review of adjacent geographies to identify potential acquisition targets (60 targets identified, 9 offers submitted)
  - Guided executive management in evaluating two strategic add-on opportunities that increased the value of the business by ~2.5x
- ~$1.0bn acquisition of CommerceHub, the leading provider of cloud-based drop-ship enablement solutions *(Closed May 2018)*
  - Led modeling and business diligence workstreams and presented key takeaways to senior team
  - Guided recently-appointed CFO and finance team through onboarding process and first-ever lender call as a private company
- ~$190mm acquisition of Simpli.fi, a leading localized programmatic advertising platform *(Closed September 2017)*
  - Managed team of six in authoring company overview that led to dividend recap and return of nearly all remaining invested capital
- ~$14.0bn take-private acquisition of Zayo Group *(Submitted final offer, lost deal to competing consortium – May 2019)*
  - Led business diligence including project-by-project capital spend review to help validate feasibility of strategic shift in spending
  - Contributed to coordination of modeling efforts of ~30 investment professionals across deal teams from six consortium members
- $200mm investment in Kenshoo, a leading campaign mgmt. solution, to facilitate acquisition of competitor *(Terminated – May 2018)*
  - Led in-depth industry diligence including ~10 hours of interviews with current and former executives of competing providers
  - Facilitated discussions between executive management teams to validate ~$50mm in near-term identified cost synergies

Lazard **Chicago, IL**
Investment Banking Analyst – Middle Market M&A Advisory Group *2015 – 2017*

- Recognized as 1 of 2 André Meyer Fellows, distinction awarded annually to the most outstanding analysts across all offices
- Led recruiting efforts for Chicago office. Formally mentored analysts during internships. All four mentees received return offers
- Worked directly with executive management at company HQ to construct projection model during sale of EdTech software platform
- Guided executives from two marketing services providers through synergy identification sessions yielding ~$30mm opportunity

UBS Investment Bank **New York, NY**
Analyst – Algorithmic Trading *2014 – 2015*

- Presented independent research project on potential improvements to volume-weighted trading strategy to global team of ~20 traders

ADDITIONAL INFORMATION

- **Lifelong winter sports athlete:** Skiing since age 2 and ice skating since age 5
- **Competitive Athletics:**
  - **NCAA D-III Track & Field:** Three-year member of Sprints & Jumps Group. Academic All-Conference Honors (2012)
  - **Crew:** Captain of Men's Varsity 4+ boat. Won Florida State Championship. Qualified for National Regatta
  - **Ice Hockey:** Earned multiple team captaincies and MVP awards at AAA level competing in top North American tournaments (including Junior National Championship) over four-year period on nationally ranked teams representing the state of Colorado

CATHERINE BERNER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UC Berkeley, College of Engineering Berkeley, CA
Bachelor of Science in Environmental Engineering 2015

- Academic Honors for graduating in top 10% of class, Dean's List
- Energy Engineering Minor

Experience

INDEPENDENT CONSULTANT 2020

- Advised the launch of two start-ups in response to COVID-19
- Evaluated potential business models for Peruvian enterprise, saving 15% of monthly costs
- Judge for innovation competitions

SANIVATION Naivasha, Kenya
A socially driven startup that partners with Kenyan utilities to provide sanitation services.
Director of Product Development 2019 – 2020

- Created go to market strategy that will achieve >$10 million in annual revenue and grow company valuation from $3 million to $20 million
- Developed $15 million contract structure that was used to sign an unprecedented government partnership
- Grew product development team to 6 employees
- Oversaw restructuring of project financing that doubled company valuation
- Developed company product portfolio with >$500 million in market potential
- Launched a new consulting business unit that led to the signing of partnerships with two new utilities

Manager of Product 2017 – 2019

- Hired and directly managed a three person team and launched associated company division
- Led project development for Sanivation's flagship factory, resulting in a process that costs 60% less than all other existing methods and has expressed interest from five water utilities
- Developed financial models for $15 million in annual revenue, incorporating product lines, and blended project financing, models used to close seed and bridge equity funding rounds
- Coordinated the first Citywide Sanitation Plan in Kenya, endorsed by the County Governor and the World Bank

Future Products and Market Development Lead 2016 – 2017

- Successfully advocated for a pivot in business model that doubled product margins and increased customer base by 500%, led product strategy through this pivot to a built-infrastructure company
- Completed regional market assessments and customer discovery to support data driven decision making
- Developed five waste derived energy products and evaluated them on cost, customer fit, and market potential

Technical Lead 2015 – 2016

- Managed technical commissioning at Sanivation's first manufacturing facility
- Developed and trained factory staff on health and safety policies and operating procedures
- Applied A/B testing, rapid prototyping, and human centered design to develop customer focused fuel products

IMERY MINERALS Sylacauga, AL
A multinational mining company with operations in over 50 countries
Alternative Energy Analyst 2014-2014

- Completed analysis of renewable energy potential for a company with $4 billion in annual revenue

Additional

- Fluent in English, moderate in Spanish and Swahili
- USPTO Patent for Humanity Award Winner, Financial Women of San Francisco scholarship winner
- Publications: Naivasha City Wide Inclusive Sanitation Plan (Editor and Project Lead), Recovering Bioenergy in SSA: Gender Dimensions, Lessons and Challenges Book (Contributing Author)
- Interests: marathons and triathlons (Watamu triathlon winner), camping and travel

Vanessa T. Bernick

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF CHICAGO Chicago IL
Bachelor of the Arts, Middle Eastern Studies 2012

Experience

LIEUTENANT, UNITED STATES NAVY Various Locations

Junior Officer Career Cryptologic Program 2017-2020

- Part of a highly selective cryptologic leadership program that provides advanced degree-level training and experience in signals intelligence. Over the course of 36 months, worked in three separate offices across the Department of Defense focusing on collection and analysis of data.
- Responsible for comprehensive offensive strategies against target computer networks. Utilizing both active and passive techniques, developed leads, conducted extensive packet analysis, and performed
- network characterization.
- Deployed for over 90 days in the CENTCOM AOR managing collection sites. Handled everything from site setup to equipment maintenance and troubleshooting

Submarine Direct Support Officer 2015-2017

- Deployed for over 250 days leading teams of ~25 Sailors and civilians on four missions across the CENTCOM and AFRICOM AORs.
- Coordinated with multiple customers across the intelligence community to plan missions, evaluate collection requirements, and ensure appropriate equipment loadouts.
- Responsible for managing over 10 pieces of collection equipment, ensuring appropriate tasking, data flow, and communications back to shoreside commands.
- Oversaw analysis that lead to the production of over 630-time sensitive reports and contributed to the production of 27 national-level reports.

Officer in Charge of an Intelligence Analysis Cell 2015

- Managed an office of over 50 personnel, ensuring appropriate distribution across seven locations.
- Oversaw analysis of ~120,000 pieces of intelligence, leading to 1200-time sensitive reports and 80 national-level products.

CHICAGO PROJECT ON SECURITY AND THREATS Chicago, IL
An international security affairs research institute based at the University of Chicago.

Lead Analyst [Year Worked – Year Worked]

- Analyzed suicide terrorism data to find statistical and geographic trends using tools such as ARCGIS and Microsoft ACCESS.

Additional

- Intermediate Arabic fluency
- Over 1300 hours of training focusing on operating systems, network packet analysis, telecommunications technologies such as 2G, 3G, 4G (LTE), cellular access and core networks, optical fiber technology and networks, and IP/MPLS networks and routing protocols

Ravi J. Bhatt

(949) 303-9553 | rbhatt@stanford.edu

EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate August 2020 – Present

- **GMAT:** 760

University of Southern California, Marshall School of Business **Los Angeles, CA**
Bachelor of Science in Business Administration August 2012 – December 2015

- **Cumulative GPA:** 3.8/4.0
- **Honors:** Mork Family Scholar (*full tuition + stipend merit scholarship; 1 of top 20 admits*), Marshall Global Leadership Program
- **Activities & Involvement:** Los Angeles Community Impact (LACI), Marshall Case Team, Conquest Capital Ventures

EXPERIENCE

Francisco Partners – a leading global private equity firm specializing in technology businesses **San Francisco, CA**
Private Equity Associate July 2018 – July 2020

- Evaluated new investments and supported post-investment portfolio management efforts as part of a 7-person team focused on the Healthcare IT vertical; board-level involvement for 5 different active FP investments across payer, provider, and pharmacy end-markets
- Conducted detailed business, financial, market, technical, and legal due diligence, coordinated alongside several cross-functional advisors
- $340M investment in Perforce Software – successfully executed a sizable investment in a leading provider of application development tools, working closely with 6 FP professionals and 25+ third-party accounting, technology, and legal advisors to evaluate Perforce's competitive and financial positioning; conducted diligence and gained approval from FP's investment committee in under 2 weeks

Morgan Stanley – a leading global financial services firm providing investment banking services **San Francisco, CA**
Investment Banking Analyst – Financial Sponsors & Western Region Coverage Groups July 2016 – June 2018
Investment Banking Summer Analyst – Financial Sponsors & Western Region Coverage Groups June 2015 – August 2015

- Advised numerous clients on M&A, debt and equity financing, leveraged buyout opportunities, and strategic alternatives
- $6.2Bn financing for Misys' merger with D+H Corporation – member of a 13-person advisory team that spent 6 months assessing the strategic rationale, synthesizing the messaging around the combination, and successfully raising the debt financing from 100+ investors
- $3.7Bn dividend recapitalization financing for McAfee – worked closely with the CFO to craft McAfee's financial story after separating from Intel; coordinated the debt investor diligence process amongst an 8-person capital markets and advisory team
- Served as analyst recruiting liaison between Morgan Stanley and USC, coordinating information sessions and supporting interview prep; helped MS identify and attract 3 summer analysts who joined the firm

Capstone Headwaters (fka Headwaters MB) – a mid-market corporate finance advisor **Los Angeles, CA**
Investment Banking Summer Analyst Intern June 2014 – August 2014

- Supported the Consumer and Industrial-Technology banking teams as part of a 6-person office executing sell-side M&A transactions
- Drafted diligence materials that were ultimately shared with 5+ potential acquirors of a founder-led pet supply business

Regents Facility Engineering – an engineering firm specializing in China's pharmaceutical industry **Shanghai, China**
Associate Intern June 2013 – August 2013

- Coordinated, distributed, and oversaw project workflow for a 13-engineer team on a risk analysis project for Roche Pharmaceuticals
- Evaluated strategic rationale of Roche's entrance into China and identified key market success factors in presentation to entire firm

PERSONAL

Interests: camping (*BSA Eagle Scout*), hiking (*2x Half Dome climber*), Indian cultural dance (*3x USC SCIA Culture Show performer*), international travel (*25+ countries visited*), SCUBA diving, USC football

Robert Todd Binkowski

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704.763.2580 • rbinko@gmail.com

Education:

Stanford University Graduate School of Business Class of 2022
Master of Business Administration

Massachusetts Institute of Technology Class of 2018 GPA: 5.0/5.0
Bachelor of Science, Department of Aeronautics and Astronautics

Technical Coursework:

Advanced Classical Mechanics - Electricity & Magnetism - Solid State Chemistry - Multi-Variable Calculus - Differential Equations - Python, Data Science, and Optimization - Statistics - Probabilistic Systems Analysis - Materials & Structures - Thermodynamics - Signals & Systems - Fluid Dynamics - Engineering Management - Dynamics - Flight Vehicle Engineering I & II

Skills and Abilities:

Programming: Java - Python - Matlab - R - Mathematica - Gcode; Exposure to C - VBA - Arduino
Software: Solidworks - Catia - NX - Ansys - Femap/NASTRAN - ABAQUS - ANSA/META - Autoform - HSMWorks

Work & Experience:

ABL Space Systems, *El Segundo, CA* *March 2020 – June 2020*

- Designed and analyzed primary structure of RS1 launch vehicle, and wrote scripts to streamline workflow
- Developed and maintained dynamics model for the full vehicle, including craig-bampton reduction
- Wrote Matlab scripts to interface between FEMAP analysis and GNC software

SpaceX, *Hawthorne, CA* *February 2018 – February 2020*

- Responsible Engineer for primary structure of Starship launch vehicle. Designed, analyzed, and helped fabricate the pressure vessel and major structural components for the largest diameter rocket since the Saturn V. First test flight was successful
- Represented structures division at cross-systems meetings and design reviews. Collaborated with head of Aerodynamics, Thermodynamics, Propulsion, etc. on major design and operating decisions. Presented concepts and reviews directly to Elon Musk regularly
- Supervised and tasked dozens of welders and fabricators as the engineering representative on-site during travel to build location
- Optimized Starship/SuperHeavy architecture as the mass properties engineer and structural representative for performance partials and major vehicle trades. Traded number of landing legs, propellant volume, raceway location and count, etc.
- Designed and analyzed parts for COPV mounting, payload interface, landing legs, propellant baffling, filtering, etc.
- On-console engineer for structures department during first ever flight of Raptor engine and Starship prototype
- Operated bucket lifts, boom-forklifts, scissor lifts, truck/trailers, TIG welder, plasma cutter, and other equipment as required
- Structural analyst for Falcon 9 and Falcon Heavy landing legs and tank attachment points. Automated the pre and post processing of 1,000+ mapped aero cases for booster ascent and reentry to pass certification for crewed flight and other contracts

Bridgewater Associates, *Westport, CT* *May 2017 – August 2017*

- Developed a system to assess historical trading costs in R for US Inflation-Linked Bonds
- Used optimization and regression techniques to build relative markets to benchmark trading performance

The Boeing Company, *Charleston, SC* *May 2016 – August 2016*

Bell Helicopter, *Ft. Worth, TX* *January 2016*

Nucleus Scientific Inc, *Cambridge, Massachusetts* *May 2015 – August 2015*

MIT Space Systems Lab, *Cambridge, Massachusetts* *August 2014 – May 2015*

NASA Goddard Space Flight Center, *Greenbelt, Maryland* *January 2015*

Projects, Interests & Other:

School Bus Conversion - www.spaceforceone.io *2013-2020*

- Converted 2 school buses from factory layout into motor homes. 1993 & 1995 International 3800 chassis with Navistar diesel engines
- Completed all electrical work, plumbing, engine maintenance, and fabrication. Full 120V service throughout the cabin, and running water
- Spend summer of 2020 living out of the bus touring America

MIT Jungle Hawk Owl program, *Cambridge, Massachusetts* *2017-2018*

- Managed CAD configuration for a 24' wingspan drone developed for the US Air Force
- Designed components for the fuselage, tail, and avionics bay of the plane
- Fabricated molds for composite components on CNC router; laid up wings and fuselage from carbon fiber; milled and turned metallic parts

Corporation Joint Advisory Committee *2017 - 2018*

- One of three undergraduates who met with faculty and representatives from the MIT corporation to improve the university

Presidential Advisory Committee *2016 - 2017*

- One of four undergraduates who met monthly with MIT President Rafael Reif to advise him on various issues affecting MIT

Inter-Fraternity Council President *2016 - 2017*

- Oversaw general management of fraternity operations and budgeting including interfacing with school and government officials

RUSTOM BIRDIE

2070 Stockbridge Avenue, Redwood City, CA 94061 · (510) 508-8692 · rustom@stanford.edu

EDUCATION & HONORS

Stanford Graduate School of Business — Sep. 2020 – Present

Master of Business Administration (MBA) Candidate

Master of Science (MS) in Environmental & Energy Sciences Candidate

- View From The Top (VFTT) Leader, MBA Admissions Ambassador, President of the Product Club
- Coursework includes CS106A - Programming Methodologies.
- Part-time intern at two seed-stage venture capital firms: NfX (Palo Alto, CA) and i2i Ventures (Karachi, Pakistan)

University of California, Los Angeles (UCLA) — Sep. 2008 – Jun. 2012

B.A., Economics; B.A., Human Biology. GPA: 3.53, cum laude. Dean's Honors List. William E. Sharpe Fellow

PROFESSIONAL EXPERIENCE

Amazon *(Seattle, WA)*

Sr. Product Manager Intern for Amazon Halo (health & wellness wearable device) — Jun. 2021 – Aug. 2021

- Developed an 18-month roadmap, alongside design and engineering, for how Halo can partner with Prime to increase MAUs by 25% and brand awareness by 30%.

Affirm *(San Francisco, CA)*

Senior Manager, Growth & New Markets — Mar. 2019 – Jul. 2020

Manager – Enterprise Sales — May 2018 – Feb 2019

Senior Lead, Market Development — Apr. 2017– Apr. 2018

- Responsible for the creation and execution of Affirm's go-to-market strategy in travel
- Led the $450M travel business P&L (~20% of company) – compensated on revenue generation & overall profitability
- Signed new businesses totaling $25B+ in annual sales and launched travel-specific product offering
- Managed, via dotted-line reporting, a team of 7 across credit (AI/ML), sales, product, marketing, & customer success

Virgin America *(Burlingame, CA)*

Senior Product Manager - Ancillary Revenue — Apr. 2016 – Apr. 2017

Product Manager - Ancillary Revenue — Mar. 2015 – Mar. 2016

- Tasked with P&L responsibility of the airline's ancillary revenue portfolio (~$180M, ~12% of the airline's revenue)
- Conducted customer interviews, research, quantitative analysis, & A/B testing to iterate & optimize the checkout funnel, which led to a 12% year over year increase in take up rate of ancillary products
- Led the end-to-end product design & execution of new ancillary products that generated ~$40M / yr
- Managed stakeholders cross functionally across engineering, marketing, revenue management, & HR

L.E.K. Consulting LLC

Associate Consultant (San Francisco, CA) — Jul. 2014 – Mar. 2015

Associate I & II (Boston, MA) — Sep. 2012 – Jun. 2014

- Advised clients across travel & tourism, technology, and retail & consumer products sectors. Sample projects included:
  - Creating a strategy for $120M in annual ancillary revenue for the world's largest international airline
  - Five-year turnaround plan for a U.S. oil & gas company that increased EBITDA by 20% in two years
  - Corporate restructuring of a national healthcare system that reduced their annual costs by 25%

LEADERSHIP EXPERIENCE

Swipe Out Hunger – *Cofounder, Financial Director, Adviser* (Los Angeles, CA) — Dec. 2008 – Present

A student organization launched at UCLA that provides students with an opportunity to donate leftover meals. Group later became a 501(c)3 and now has chapters on 120+ college campuses across the country, providing 2M meals/yr

- Responsible for securing funding through professional networks and grants, as well as mentoring two college chapters each year as they grow the program on their campus

Best Buddies California – *Advisory Board Member* (San Francisco, CA) — Dec. 2016 – Apr. 2020

National, non-profit organization dedicated to creating opportunities for one-to-one friendships, integrated employment, and leadership development for people with intellectual and developmental disabilities (IDD)

- Serve on the income development sub-committee that annually generates ~$50,000 and is responsible for fundraising, revenue sustainability, and working with foundations to execute multi-year grant proposals

OTHER

- **Interests:** Civic tech, cricket, golf, tennis | **Languages:** Native: English, Urdu; Fluent: Hindi, Gujrati; Advanced: Spanish

NICOLE BLAKE

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Education

Stanford Graduate School of Business Palo Alto, CA
Master of Business Administration Candidate 2022
- Member of the Sports Management and Arts, Media, and Entertainment clubs

Duke University Durham, NC
B.A, Visual and Media Studies, English Minor, Policy Journalism & Media Studies Certificate 2014 - 2018
University of Sydney, Fall 2016 – SUFC Rugby Club Internship

Professional Experience

National Football League, Rotational Analyst July 2018 – July 2020
- 1 of 7 selected for NFL's highly competitive rotational program. Worked on 4 teams across the NFL's NY and LA offices.

Business Strategy and Operations
- Developed new P&L framework for NFL's media business to identify inefficiencies and $20M in cost saving opportunities across specific business initiatives, used by upper management in budget planning process
- Performed in-depth scenario analysis to provide options for redirecting $10M of discretional spend to the development of future media initiatives, in line with industry trends
- Evaluated existing direct-to-consumer portfolio to identify growth opportunities within NFL Media ecosystem, leading to initial stages of development for a new product (market research, competitive analysis, pricing model, etc.)
- Built analysis of league's on-air talent to streamline development pipeline, identify cost-savings, and implement a systematic evaluation process

Consumer Products - Gaming & Retail
- Lead industry research, competitive analysis, and performance projections for deal negotiations and new business opportunities, contributing to the renewal or initiation of three major gaming contracts
- Implemented data-driven performance tracking across the gaming portfolio that directly influenced business priorities, marketing spend, and product planning
- Evaluated in-game branding as a new revenue opportunity and earned internal buy-in from legal and partnership groups, increasing upside revenue potential by over 10%
- Managed full in-store marketing campaigns for large retail partners, including branding strategy and creative oversight

Digital Content Strategy
- Streamlined offseason content strategy across six digital media groups, including O&O programming, live digital, and podcasts, aligning the team under our first common content strategy to promote resource sharing and a cohesive theme
- Led research and pitch process for development of future content verticals, 3 of which have since launched
- Developed content plans in conjunction with media partners to establish terms of 3 new media deals
- Enhanced content performance analytics function by increasing frequency and depth of analysis that directly impacted daily programming and content creation decisions

Broadcasting
- Oversaw league's broadcast compliance program, including the training and management of 30 employee game screeners, construction of weekly executive reports, and management of broadcast partners
- Developed Excel solution to process game reports and automate KPI tracking, allowing for the re-dedication of multiple days previously spent on manual data entry to industry research and competitive analysis that guided long-term planning
- Managed all league and network executive-level communication during live game broadcasts, effectively addressing real-time broadcast problems in a high pressure environment

Activities
- NFL Commissioner's Awards Committee (*2018 – 2020)*
- NFL Community Teammates & NFL Women's Interactive Network (*2018 – 2020)*
- Coach and volunteer with youth football teams, and advocate heavily for youth sports in local government policy.

Interests
Football, hiking/backpacking, reading sports biographies, and longform journalism.

MADELINE BLOCKI

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS & GRADUATE SCHOOL OF EDUCATION **Stanford, CA**
Master of Business Administration / Master of Education Candidate 2022
- Arbuckle Leadership Fellow; GSB Show; Midwest Club; Future of Cities Club

UNIVERSITY OF MICHIGAN – STEPHEN M. ROSS SCHOOL OF BUSINESS **Ann Arbor, MI**
Bachelor of Business Administration; Minor in Spanish Language, Literature, & Culture 2017
- Cumulative GPA 3.9/4.0
- Semester exchange student at the University of Navarra in Pamplona, Spain, Winter 2016
- VP of Community Service, Delta Sigma Pi Professional Business Fraternity; Advisor, BOND Consulting Group

Experience

OFFICE OF THE MAYOR, CITY OF CHICAGO **Chicago, IL**
Graduate Fellow, Economic and Neighborhood Development *Summer 2021*
- Designed $40M American Rescue Plan retail activation program to boost vibrancy and reduce vacancy across 25 City corridors and 1,000+ storefronts post-pandemic by interviewing and gathering buy-in from 50+ internal and external stakeholders, modeling costs and contingencies, and benchmarking similar programs
- Spearheaded formal review of Dept. of Housing delegate agency contracts and oversight by analyzing 85 contracts totaling $15M, compiling fact-base, and recommending reforms to support equity and fair funding
- Aided in internal policy deliberation for "Chi Biz Strong" package supporting small business by mapping public, council, and business community sentiment and proposing menu of policy options to cut red tape

BOSTON CONSULTING GROUP **Chicago, IL**
Consultant *2020-2020*
- Formed new media investment strategy based on profit-maximizing spend for U.S. amusement park collection by conducting media mix modeling to determine ROI at park, channel, and market levels as well as embedding mindset shift through socialization with 75+ internal stakeholders

Associate *2017-2019*
- Nominated for 2018 Women@BCG Award for Infectious Enthusiasm & Office Contribution; peers noted my "rare ability to make a long day or tough meeting fun"
- Supported $5B public education system in operating model refresh and resource allocation redefinition for 600+ schools, focused on neighborhood and demographic equity
- Guided plumbing manufacturer C-suite in defining strategy to grow ~2.5x by 2025; began implementation by clarifying operating model and activating 30+ cross-company leaders
- Collaborated with Deputy CFO of a $7B Fortune-500 property and casualty insurer to build robust financial baseline during company-wide transformation diagnostic
- Developed market segmentation tool for strategic assessment of ~170 academic medical centers, informing investment decision by Board of a $4B real estate investment trust

THE ACADEMY GROUP, INC. **Chicago, IL**
Social enterprise helping young people from resilient communities build belief, wealth, & change over 14 years
Senior Program Specialist for Data and Design (on secondment from BCG) *2019-2020*
- Designed blueprint for at-scale program in 2030 by guiding cross-leadership collaboration, modeling out financial/operational complexities, and mapping path to achieve from today
- Pioneered new data strategy by facilitating 30+ staff workshop and managing external consultant, to save $35K in annual staff time and drive continuous program improvement
- Enabled program expansion to 2 new cities in coming 2 years by synthesizing program model and philosophy, then translating into concise and codified 65-page playbook
- Provided strategic thought partnership and project management support to Executive Director, Chief Learning and Design Officer, and Managing Partners

Additional

- Mentor to high-potential, under-resourced high school student through Minds Matter Chicago
- Skydived from over 10,000 feet above the Little Traverse Bay in northern Michigan
- Winner of 2019 Lip Sync Battle at BCG Chicagopalooza (bi-annual office retreat weekend)
- Interests include: live music shows, musicology, snowboarding, Michigan football

GAURAB BOSE

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EDUCATION

Stanford University - Graduate School of Business Stanford, CA
MBA, General Management 2020 – 2022
Co-Founder and Co-President of Stanford Business & Ethics Society; Member of MBA Student Government and Product Club

University of Chicago Chicago, IL
BA, Statistics and BA, Economics 2013 – 2017
Coursework in Statistics, Computer Science, Data Science, Econometrics & Applied Mathematics

EXPERIENCE

Zillow San Francisco, CA
Product Manager - MBA Intern (AI Personalization) 2021

- Built interactive home shopping experiences and personalized recommendation systems for Zillow mobile app users
- Drove Q4 personalization roadmap by interviewing users, analyzing app usage data, collaborating with AI scientists / design leads and presenting product recommendations to home shopping leadership
- Scoped product requirements and drove engineering scrum team for two app updates increasing home saves by ~3.5% and tour submits by ~0.9% in 50% AB test rollout
- Built interview scheduling tool for recruiters as part of company-wide HackWeek, winning 2nd place out of 66 teams

PayPal San Jose, CA
Product Strategy - Senior Analyst (Consumer Payments) 2018 - 2021

- Influenced product leadership with consumer research, market sizing, competitive intelligence and product analytics
- Increased monthly active users (MAU) by 40% in 3 months for internal employee crypto-token platform (wowcoin) by identifying user pain-points, shaping feature roadmap and building KPI dashboard
- Scoped product requirements for decentralized loyalty platform by interviewing small-business owners and collaborating with engineers and designers - included in Venmo 2021 product roadmap
- Led semi annual global survey of user payment behavior to highlight growth opportunities for VP and C-suite executives
- Promoted to Lead / Senior Analyst within 12 months and awarded top performance rating (<5% global staff)
- Invited FinTech speaker at technology conferences - DATAx SF (2018), CiMi Con Boston (2019) and QUAL360 NA (2020)

Ernst & Young (EY) New York City, NY
Consultant (Financial Services) 2017 – 2018
Engaged in strategic and operational advisory projects serving FinTech, Banking and Asset Management clients

- Developed early-stage blockchain strategy for global securities issuer enabling more efficient and secure token issuances
- Facilitated due-diligence, financial forecasting and valuation for securitized debt products leveraging financial software
- Managed large-scale reporting processes for global bank increasing efficiency by 20%

GE Capital New Delhi, India
Data Science Intern (Consumer Credit) 2016

- Built classifier models in R to support customer segmentation for credit card marketing team
- Identified high-value segments for up-selling new balance transfer product resulting in 5% monthly revenue increase

ADDITIONAL

WiiQare (FinTech startup reimagining health insurance in Africa) Remote
Product Strategy Advisor 2021
Supporting founder with product development, micro-loan credit scoring and raising venture funding

HealthierFinance.com Remote
Co-Founder, Head of Product 2020
Led 5-person team to build website connecting individuals to financial resources amidst COVID-19 pandemic (~1000 DAUs)

Technical Skills: Python, R, SQL, HTML, CSS, JavaScript, Tableau

Benjamin Boss

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Young Transatlantic Leader scholarship awarded by the French American Chamber of Commerce
- Laureate of the Eric Schmid *Reimagine Challenge* Scholarship (selected out of c. 10,000 participants)

ESSEC BUSINESS SCHOOL Paris, France
MSc in Management (Grande Ecole program) 2015
- High honors

DAUPHINE UNIVERSITY Paris, France
Master's degree & B.Sc. in Economics 2012
- B.Sc. with high honors – Salutatorian (3.86/4 GPA) / Master's degree with honors
- Elected student representative at the board of directors

Experience

SPARTA CAPITAL London, UK
Summer Analyst 2021 – 2021
$700m event driven / activist hedge fund l
- Hedge Fund launched in August 2021 by Franck Tuil, former Senior PM at Elliott
- Worked on taking an activist position in a European utility company (not yet disclosed)

GENERAL ATLANTIC New York, NY
Summer Vice President 2021 – 2021
- Invested in the full capital structure of private companies in the technology, consumer & healthcare sectors
- Conducted due diligence, built financial models, wrote investment papers, presented to the investment committee – submitted one bid in the IT services space

HAYFIN CAPITAL MANAGEMENT London, UK
$20bn Hedge Fund
Special Situations Investment Associate 2018 – 2020
- Invested in the full capital structure of private companies
- Conducted due diligence (e.g., external consulting firms, experts call, legal), built financial models, wrote investment papers, presented to the committee, negotiated legal documentation/restructuring terms
- Relevant transactions: *Comexposium* (c. €1bn EV, c.€80m loan during restructuring, #5 event organizer worldwide), *OGF* (c. €1.5bn EV, c. €100m loan and minority equity, #1 in funeral services in France, *originated the transaction*), *Zellis* (c.£500m EV, c. £50m loan, HR software)

INTERMEDIATE CAPITAL GROUP Paris, France & London, UK
$50bn Investment Fund
Associate in the Private Equity team 2017 – 2018
- Invested in the full capital structure of private companies
- Carried out financial modeling, drafted investment memorandums, led due diligence processes on companies
- Relevant transactions: *Domusvi* (c.€2.5bn EV, controlling acquisition, leading care home operator in Europe), *PCMS* (c. £200m EV, retail software), *Funecap* (c. €600m EV, #2 in funeral services in France)

GOLDMAN SACHS London, UK
Analyst in Special Situations Group 2015 – 2017
- Focused on private equity in companies and non-performing loans
- Performed due diligence / carried out financial modeling/drafted investment memorandum
- Relevant transactions: *Hotels in Ireland* (acquisition, c.€300m), *Riverstone* (acquisition of a platform of retirement villages in the UK c.£400m), *non-performing loans in Ireland* (c.€2bn invested in 3 projects)

Additional

- English (fluent), French (native), German (fluent)
- Board Member of Cette Famille (elderly care start-up in France, €5m raised to date)
- Member of the campaign staff of French President Emmanuel Macron during the 2017 presidential campaign
- Climber (Kilimanjaro, Mont Blanc), marathon runner (Paris, London), writer (first book published in 2019)

Tyler Brandon

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

HARVARD UNIVERSITY Cambridge, MA
Bachelor of Arts, Social Studies 2012

- Phi Beta Kappa, Magna Cum Laude with Highest Honors, Alexis de Tocqueville Award for best honors thesis
- Institute of Politics, CityStep dance program, Phillips Brooks House Association, Harvard Democrats

Experience

BIDEN CAMPAIGN, ECONOMIC POLICY COMMITTEE Washington, DC
Convenor/Chief of Staff 2020

- Launched and managed Vice President Biden's Economic Policy Committee alongside national co-chairs

PETE FOR AMERICA South Bend, IN
Deputy National Policy Director 2019-2020

- First policy hire, responsible for 25+ national policy releases and created 10 national platforms including the Douglass Plan for racial justice, COVID-19, rural economic opportunity, paid family leave, and disability
- Managed three Associate Policy Directors and launched 22 policy committees with 800+ experts
- Regularly briefed candidate and led policy briefing process
- Represented campaign in national stakeholder events and led policy-related rapid response with press team

THE HUMAN DIAGNOSIS PROJECT San Francisco, CA
Startup backed by Y Combinator and Andreessen Horowitz using AI to improve medical diagnoses
Community Lead 2017–2019

- Managed semifinalist $100 million MacArthur Foundation grant and philanthropic relationships
- Directed $50 million eConsult proposal for major nonprofit health system
- Executed growth strategy that signed up 5,000 physicians in five months (35% increase)

THE WHITE HOUSE, DOMESTIC POLICY COUNCIL Washington, DC
Deputy Chief of Staff and Policy Advisor 2016-2017

- Managed critical West Wing policy processes across Domestic Policy Council's 10 offices, including review and cross-departmental approval of 100+ policy memos to President Obama
- Led weekly briefings for senior staff on opioid epidemic and worked on civic engagement and criminal justice
- Orchestrated hiring and offboarding for 50 staff and managed a 15-person internship program

270 STRATEGIES Washington, DC
Boutique consulting firm serving early stage startups, nonprofits, and political campaigns
Associate Consultant 2013 –2015

- Directed Fortune 500 company's three-state outreach program during health care open enrollment
- Optimized College Board's national campaign to enroll 15,000 more students of color in AP classes

OMIDYAR NETWORK Washington, DC
Research Associate 2013

- Performed research and special projects for investment partners on financial inclusion and health care

OBAMA FOR AMERICA Chicago, IL
Opinion Research and Battleground Field Team 2012

- Analyzed polling and focus groups for top campaign advisors to inform campaign strategy

Additional

- Intermediate Spanish and proficient Portuguese
- Volunteer work with Off Their Plate on equity strategy; tutoring with Kiron Open Higher Education

Julianne M. Brands

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503-720-7349
(she/her) (Ju-Lee-Anne)

EXPERIENCE

SILA — Portland, OR
Fintech startup focused on banking and payments services
Director of Strategy — 2020 – 2021

- Lead partnerships, business development, and strategy at high growth fintech startup. Grew from 10 to 30 employees, $2M+ run rate, and raised a $15M Series A from top venture capital fund.
- Developed Fintech Marketplace with 100+ strategic product, business referral, and implementation partners. Marketplace drove nearly $1M in annual pipeline with a 50% close rate on partner referrals.
- Directed product launch of Credit Card API. Including developing product requirements, vendor relationships, and product pricing.
- Implemented quarterly strategy sessions and company-wide OKRs to drive growth and focus

OREGON VENTURE FUND — Portland, OR
Early stage Venture Capital Fund with $100M in AUM, 60+ portfolio companies, and top quartile performance
General Partner — 2016 – 2020

- Lead investments ranging from $500K to $2M in fintech, SaaS, and consumer companies inc. Salt & Straw, Sila, Clickety, Hubb, Farmhouse Culture, Wildfang, and Notion (acq. by Jama).
- Raised $50M from individual and institutional investors, including inaugural fund of institutional capital committed to investing in Oregon
- Founded and ran *The Funded*, an annual gathering of venture-backed CEOs and VCs in the Pacific NW; 90 NPS score.
- Awarded Portland Business Journal's 40 Under 40 Award for my achievements with the firm

Associate — 2015 – 2016

- Built investment frameworks to analyze sector-specific investing best practices and create valuation models for investments and portfolio companies
- Created annual compensation survey of 100+ venture-backed startups in Pacific NW; 50% response rate and 2,000+ downloads.

PACIFIC CREST SECURITIES (acq. by KeyBanc Capital Markets) — Portland, OR
Top technology focused investment bank
Product Associate, Mosaic Research — 2014 – 2015

- Directed enterprise software research strategy for emerging technology research team at top tier technology focused investment bank.
- Organized content for 25+ annual workshops, road shows, and webinars to drive revenue and client engagement. Cultivated 50+ relationships with high growth enterprise software startups to execute events.

MILKEN INSTITUTE
Non-profit, bipartisan think tank — Washington, DC
Program Coordinator, Center for Financial Markets — 2012 – 2014

- Developed policy recommendations for the SEC on issues relating to fintech, access to capital for startups, crowd funding, and the JOBs Act.

EDUCATION

Stanford University Graduate School of Business — 2022
MSx, Management, Sloan Fellow — Stanford, CA

Santa Clara University — 2012
BS, Economics and Political Science, *Magna Cum Laude*, Phi Beta Kappa — Santa Clara, CA

Thilo M. Braun

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Education

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — 2020-2022E
- GMAT 790 (99th Percentile)

Imperial College London — London, UK
Master of Engineering, Aeronautical Engineering — 2013-2017
- First Class Honours (top 5%), Deans List, and Aeronautics Scholar
- Awarded Best Student in Applied Mechanics during exchange year at *National University of Singapore*
- *German Academic Scholarship Foundation* and *ISTAT Foundation* scholarships

Experience

June Fund (VC fund focused on early growth stage companies with investments worldwide) — Berlin, Germany
Investment Fellow (Pre-MBA Intern) — 2020
- Led due diligence for potential seed investment and supported portfolio company as board observer
- Designed tool for partially automating sourcing and initial opportunity evaluation process

Lilium Aviation (Developing all-electric vertical take-off aircraft for regional air mobility) — Munich, Germany
Head of Industrial Management — 2018 – 2020
Head of Composites Production (Interim) — 2019 – 2020
Production Systems Industrial Engineer — 2017 – 2020
Master's Thesis Intern — *2017*
- Led industrialization strategy, new factory program management, and production/procurement IT systems to enable affordable on-demand urban
- Built two departments and hired and managed 20 employees including experienced project managers, software architects & developers, and industrial engineers
- Led negotiations, design & build of two prototyping and production facilities totaling 110.000 sq ft
- Successfully selected and implemented a company-wide ERP and MES Systems as project lead
- Owned financial model and budgets for largest company cost centers, driving fundraising and CAPEX spend

Credit Suisse — London, UK
Investment Banking Summer Analyst – Financial Institutions Group — 2016
- Primarily worked on the €150MM acquisition and subsequent €230MM high yield bond financing
- Worked directly with executives; conducted financial analysis and prepared client and regulatory presentations

McKinsey & Company — Munich, Germany
Fellow Intern — 2016
- Led own work stream and designed new approach for analyzing market demand which was subsequently implemented in the client's central demand model used for all strategic decision making
- Received full-time employment offer

Community Service

#hilferegister.org – help registry — Germany
Co-founder and managing lead — 2020 - ongoing
Founded a central community engagement registry for Germany and Austria. Recruited a team of 15 volunteers to launch initial website within first 2.5 weeks. Accepted to an incubation program by the German federal chancellery and won the PWC Covid Innovation Award

Studierendenforum im Tönissteiner Kreis e.V. — Berlin, Germany
Managing Board Member — 2018 – 2020
Board Member leading organization to foster internationalism, dialogue on social & political topics, and enable various projects including international exchanges, high school mentoring, and multiple symposiums

Additional

Languages: German *(Native)* | English *(Native)* | Mandarin Chinese *(Conversational)* | Spanish *(Basic)*
Countries: Germany (13 years) | China (8 years) | UK (3 years) | Singapore (1 year)
Computer Skills: Matlab | SQL | C++ | Visual Basic | HTML | MES | ERP
Interests: Pilot | Travelling | Reading | Sports (Competitive Football & Volleyball, Skiing, Cycling)

ERIN BRENNAN

erinbd@stanford.edu 847-571-0207

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate August 2020-June 2022
Activities: Arbuckle Leadership Fellow, Student Alumni Committee, Product Club

UNIVERSITY OF ILLINOIS GIES COLLEGE OF BUSINESS **Champaign, IL**
Bachelor of Science in Business Administration: Supply Chain Management & Marketing August 2011-May 2015
College of Business Honors Program, Spanish Minor

EXPERIENCE

AMAZON **Seattle, WA**
SENIOR PRODUCT MANAGER INTERN June 2021-August 2021

- Created an innovative feature to increase picking productivity by 5% for online grocery orders, with an estimated $4M in annual savings and allowing for 350+ additional orders to be accepted per day
- Built business requirements documentation with software engineers for feature implementation, considering needs of several stakeholders and creating a long-term product roadmap with additional features
- Executed a live in-store test based on customer order data to measure feature performance and understand operational intricacies, analyzed test data to decide on project direction of prioritizing customer experience over short term profit

UNITED NATIONS WORLD FOOD PROGRAMME **Dar es Salaam, Tanzania**
OPERATIONS INTERN August 2021-September 2021

- Participated in Stanford's Global Management Immersion Experience, focused on bridging cultural differences in business
- Designed interactive content for Human Centered Design trainings led by the onsite innovation team

STEALTH MODE START-UP **Stanford, CA**
CHIEF OF STAFF INTERN February 2021-May 2021

- One of the first employees of a VC-backed fintech and logistics start-up, reporting directly to the CEO
- Identified customer insights from interviews and utilized findings for product prioritization and customer acquisition decks

GRAINGER **Lake Forest, IL & Bordentown, NJ**
FORTUNE 500 INDUSTRIAL DISTRIBUTOR, TOP 10 US ECOMMERCE RETAILER August 2015-August 2020

SENIOR PROGRAMS ANALYST

- Led internal COVID-19 supply distribution for 25K Grainger employees, coordinating protective equipment orders with constantly changing inventory availability and ensuring local government regulations were met
- Launched successful pilot to train field sales associates on logistics costs of different ordering methods, utilized customer insights from pilot to initiate roll-out to 1.2K employees nationwide

SENIOR TRANSPORTATION ANALYST

- Improved performance by 200 basis points for over 3M customer shipments and identified over $1M in annual savings by utilizing advanced analytics, directing operational process design and leading peak season
- Supervised three analysts through transitioning nine facilities from outside contractors to internal employee trailer loaders, and completed the project on time and on budget by influencing distribution center leadership

SUPPLY CHAIN ANALYST

- Served as product owner of transportation aspect of SAP Enterprise Warehouse Management system, balancing needs of distribution partners and engineering resources in India to update detailed system information
- Initiated customer service metrics and utilized data insights to identify and complete service improvement projects at eleven facilities resulting in a 65 basis point improvement to performance

DISTRIBUTION CENTER SUPERVISOR

- Oversaw the transfer of $6M of inventory from a 150K cubic foot warehouse in New Jersey while maintaining inventory availability and managing operations of inbound, outbound, and systems flow
- Managed fifteen associates on the night shift and completed the transition project in half of the projected time

SKILLS AND INTERESTS

- Teradata, SQL, Tableau, Business Objects, SAP Enterprise, SAP Extended Warehouse Management, Microsoft Office
- Travel, Spanish, Female Empowerment, National Parks, Organizing, Barre Fitness, Watercolor Painting

Chester W. Brown

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EDUCATION

Stanford Graduate School of Business | *Stanford, CA* Class of 2022

- Master of Business Administration Candidate

Dartmouth College | *Hanover, NH* Class of 2015

- B.A., Applied Mathematics Major; Chinese Language Minor; GPA: **3.76/4.00**
- Graduated Cum Laude | Academic Honor Roll | Gamma Sigma Alpha Academic Honor Society
- Foreign language & culture study program in Beijing, Summer 2012
- Extracurricular Involvement: Beta Fraternity (President), Presidential Greek Leader Steering Committee advisor, Dartmouth Brovertones A Cappella (President), Sphinx Senior Society, Club Lacrosse Team

Lick-Wilmerding High School | *San Francisco, CA* Class of 2011

EXPERIENCE

P2 Capital Partners | *Investment Associate* *New York, NY* | August 2018 – July 2020

- Responsible for due diligence, monitoring existing investments, and evaluating new ideas. Composed detailed internal memos, built financial models, consulted with industry experts and attended conferences.
- Regularly prepared in-depth value addition opportunity proposals to present to public company management teams; sought to help unlock unrealized value in public stocks via balance sheet optimization, cost reduction initiatives, improved investor relations, capital allocation, and other company-specific items.
- Helped prepare proprietary take-private bids for public companies in portfolio. Bid and resulting processes included the full range of private equity diligence, i.e., LBO modeling, data room monitoring, and meeting with operating teams.

Selected Investment Experience

Sole junior team member covering $100MM healthcare services investment

- Worked directly with partner to evaluate risks and merits of end markets. Cold called experts at neonatology, anesthesiology, and radiology practices to verify employment contracts and pricing.
- Maintained active dialogue with company management and advised them directly on capital allocation, resulting in company increase of leverage target and share repurchases.

Sole associate in charge of diligence for $200MM investment in the timeshare space

- Performed substantial diligence on the timeshare industry and considered multiple performance scenarios to evaluate investment risk of leisure sector given position in the macroeconomic cycle.
- Prepared in-depth presentation to company management and board recommending sale of business given a lack of appreciation in the public markets. In response, company is seeking a capital partner to take them private.

Morgan Stanley | *Investment Banking Analyst – Natural Resources Group* *New York, NY* | August 2017 – August 2018

- Selected as a third-year analyst in Investment Banking following competitive firmwide application process. Acted as senior analyst covering plastics/packaging and forestry spaces, often working directly with group heads.
- Evaluated the impact and merits of various strategic alternatives for basic materials clients, including M&A, leveraged buyouts, and various capital market transactions.
- Performed financial modeling to evaluate leverage, cash flow and accounting effects of several transactions under various company performance scenarios.
- Junior team captain for Dartmouth College recruiting.

Morgan Stanley | *Equity-Linked Capital Markets Analyst – Technology Group* *New York, NY* | June 2015 – July 2017

- Analyst on Equity Solutions desk for global technology clients. Evaluated and executed convertible bonds and equity derivatives, coordinated diligence, drafted offering documents, and modeled security leverage, cash flow and accounting considerations.
- Sole or senior analyst running convertible bond and accelerated share repurchase execution for clients such as Alphabet/Google, ServiceNow, Tesla, Groupon, HubSpot, On Semiconductor, Corning, and others.
- Responsible for mentorship and training program for first year analysts and interns.

Morgan Stanley | *Fixed Income Summer Analyst* *New York, NY* | June – August 2014

- MBS Pass-Through Desk: assisted proprietary traders in analyzing multi-tranche mortgage-backed securities.
- High Yield Credit Analytics Desk: built detailed credit valuation models for aerospace and defense companies.

INTERESTS

Fly fishing, aviation, skiing, architecture and design, Bay Area sports

Dartmouth Beta Fraternity board member 2016 – Present

SPENSER BROWN, CFA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate *Expected 2022*

MILWAUKEE SCHOOL OF ENGINEERING (MSOE) **Milwaukee, WI**
Industrial Engineering B.S. and Business Management B.S., Financial Management Concentration, Math Minor *2010 – 2015*

- Valedictorian; GPA: 4.00 / 4.00 – became 1 of less than ~20 students to graduate with 4.00 since 1903
- Presidential Scholarship – full tuition based on academic excellence, extracurricular involvement, and leadership potential
- Alumni Student Achievement Award – voted on by faculty and students and awarded for leadership and community engagement
- Activities: NCAA DIII Men's Ice Hockey (assistant coach), Institute of Industrial Engineers (won 2 international engineering awards), Bill Gates Investments (only summer investment analyst to receive full-time offer), Junior and Senior Engineering Capstones (team captain), MSOE Investment Club (co-president), investment advisory (built $2.4MM book of clients and sold)

EXPERIENCE

MADISON DEARBORN PARTNERS, LLC **Chicago, IL**
Private Equity Associate (ranked in top tier of associate class) *2018 – 2020*

- Evaluated potential leveraged buyout, growth equity, and add-on investments across health care, industrials, and other verticals
- Screened and performed diligence on target industries and businesses; managed third-party advisors; constructed financial models; created and presented investment scenarios to investment committees, co-investors, and portfolio executives

<u>*Selected Engagements:*</u>

Option Care – private portfolio company reverse merger with publicly traded BioScrip

- Spearheaded diligence process with management team and third-party advisors to evaluate industry trends, analyze antitrust implications, investigate historic operating results, formulate strategic rationale, and determine potential transaction synergies
- Developed budgets and financial models used in proxy and lender materials; presented to investment committee and Option Care Board; managed potential lenders' financing workstream resulting in $400MM private placement prior to announcement

Option Care Health – portfolio company supervision

- Led quarterly valuation process for Board and LPs; orchestrated creation of new equity option tranches and oversaw issuances to shareholders; created incentive equity communication calculator tool for CEO and CHRO post-reverse merger
- Generated company research, synergy analyses, and financial models to evaluate 19 add-on acquisition opportunities
- Assisted with company rebranding and ticker change, reverse stock split, interest rate swap, and Street guidance targets
- Presented exit alternatives to Board members and supported management with $225MM common stock offering

IPL Plastics – C$981MM public company leveraged buyout (platform investment)

- Built facility-level model that sensitized capital expenditures, COVID duration, divestiture, M&A, and resin pricing scenarios
- Managed first-year associate and third-party advisors; helped drive co-investor, committee, and financing workstreams

CITIGROUP **New York, NY**
Investment Banking Associate / Senior Analyst / Analyst, Industrials Group *2015 – 2018*

- Advised on 12 completed transactions, including buy-side and sell-side M&A, convertible and traditional debt, and equity
- Recognized as #1 analyst globally after incoming training program and as #1 analyst / associate in Industrials class every review
- Selected as 1 of 4 investment banking analysts in North America to train ~165 onboarding analysts; developed training manual now used to support all incoming hires on financial modeling and best practices
- Nominated as 1 of 9 analysts globally to serve on Analyst Council for Global Head and COO of Corporate & Investment Bank; oversaw roll-out of staffing tool used globally to track junior bankers' project exposure, workload, and career development

<u>*Selected Engagements:*</u>

Apollo / Protection 1's $12.4BN acquisition of ADT – buy-side advisor and joint bookrunner

- Created pro forma financial model with 30+ financing scenarios; analyzed RMR, attrition, creation multiple, cost to serve, and ARPU data for ~6.5MM customers; built condensed model shared with rating agencies

CD&R's $2.5BN acquisition of HD Supply's Waterworks business unit – buy-side advisor and joint bookrunner

- Constructed commitment committee presentations describing transaction rationale, key diligence areas, and valuation; conducted comprehensive diligence with client, target, and external advisors to develop multiple financial model cases

Con-way's $3.0BN sale to XPO Logistics – exclusive sell-side advisor

- Drafted fairness opinion, including discounted cash flow, comparable companies, and precedent transactions analyses; interfaced with company management during diligence process and managed ~7.5K documents in virtual data room

ADDITIONAL

Certifications: Chartered Financial Analyst charter; Series 6, 7, 26, 63, 65, and 79 securities and Qualified Financial Advisor licenses
SecureFutures: Co-founded Chicago Young Professionals Board focused on financial literacy and grew to 60+ volunteers
Good Sports: Ran 20+ races for charity since 2008, including 7 marathons since 2018, primarily to raise money for this organization
Other: Semi-professional ice hockey goalie, powerlifter, Alaskan fishing deckhand, 2x valedictorian, 760 GMAT (99th percentile)

JASON BUCHEL

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — 2020-2022

Columbia University — New York, NY
Master's in Biotechnology — 2011-2012

Washington University in St. Louis — St. Louis, MO
Bachelor's in Philosophy-Neuroscience-Psychology — 2007-2011

EXPERIENCE

Apple — Cupertino, CA
Product Manager — Summer 2021
MBA Internship

- Presented product brief to leadership including insights, business case, product strategy, feature requirements, and roadmap
- Performed customer research and synthesized insights and analytics to inform and recommend new products features
- Evaluated and presented trade-offs by developing decision frameworks used to weigh features, timing, and cost
- Collaborated across Apple teams including Engineering, Design, and Marketing to drive alignment and execution

Jubel Health — Los Angeles, CA
Head of Product Marketing — 2019 - 2020
Contractor

- Drove go-to-market strategy and worked with Product to develop feature roadmap that resulted in a 5-star App Store rating
- Created positioning and messaging framework that resulted in a 900% increase in customer engagement
- Launched push notifications, SEO/SEM, Social, and CRM including content strategy, execution, and database management
- Oversaw production of all marketing collateral including product demos for presentations, press, and investor meetings

GSW Advertising — New York, NY
Vice President, Engagement Strategy — 2019 - 2020
Director, Engagement Strategy — 2016- 2019

- Built 20+ product presentations with go-to-market launch initiatives that doubled company revenue
- Managed cross-functional team of designers, engineers, and marketers to launch web-based educational tool. Led registration, bookmarking, and social sharing features. Achieved net promoter score of 80%
- Launched website that resulted in product achieving 125% increase in brand awareness
- Designed and led three usability studies with A/B tests for app on iPad with 50+ users participating
- Doubled engagement rate for website with more than 100,000 likes and shares by managing site redesign

Emoji Maps — New York, NY
Founder / Head of Product — 2018 – 2020

- Designed and developed mobile maps application that reached top three in the Navigation category
- Created value proposition, business model, product vision, product roadmap, and all product marketing collateral
- Featured on iOS App Store's "Apps We Love" and reached viral growth in less than 3 months
- Incorporated feedback to optimize the experience with 53% of users reporting finding places faster than competitors

Omnicom Health — New York, NY
Digital Strategy Supervisor — 2015 - 2016
Business Strategy Manager — 2014 - 2015
New Business Associate — 2013 - 2014

- Led messaging and positioning development for startup and was named "Fastest Growing" in the category
- Developed and presented 25+ pitch ideas leading to 25% revenue growth and a 60% pitch win rate
- Won Omnicom Emerging Stars Award, which recognizes top-performing talent at Omnicom

TECHNICAL PROJECTS

- **Datestory (2019):** Designed, built, and marketed dating app organizer for users to get insights about their dating life
- **Rainbow Magic (2018):** Designed, built, and marketed AR app for the LGBTQ+ community to find safe spaces nearby

ADDITIONAL INFORMATION

- **Programming Languages:** Swift 4, Objective-C, HTML/CSS, Git
- **Featured Articles:** "Emojis Could Change the Way You Use Maps on Your Phone," Digital Trends, 2018

SARAH BUCHNER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS, *Stanford, CA* 2021
Master of Business Administration Candidate

VIENNA UNIVERSITY OF TECHNOLOGY, *Vienna, Austria* 2019
PhD – Civil (Systems) Engineering, Valedictorian
- Published thesis research on disruptive innovations in construction; (published ISBN: 978-3-903024-94-6)
- Awarded Rotary's "Highest Potential Scholarship", biannually awarded to top student in Austria

Master of Science – Architectural Engineering, Montreal, Canada 2016
Bachelor of Science – Architectural Engineering, Rome, Italy 2014

VIENNA UNIVERSITY OF APPLIED SCIENCES, *Vienna, Austria* 2016
Master of Science – Civil Engineering / Construction Management, Summa Cum Laude
- Won scholarship for top 5 students in class, awarded best master thesis
- Awarded "Construction Technology Prize", biannually awarded for best engineering thesis in Austria

Experience

STRABAG SE **Europe (several countries)**
STRABAG SE is a European-based technology group for construction services, €16bn in revenue, 74,000 employees, more than 70 countries
Group Leader, Digitization / Digital Consultancy 2018-2019
Project Coordinator, Digitization 2017-2018
High-potential rotation program + Researcher 2016-2017
Digital strategy
- Defined digital strategy for STRABAG's southern & eastern European departments, spanning 18 countries (1/3 of revenue); with executive board approval, presented to several thousand employees
- Built and led cross-functional digital consultancy team of 8 new FTE, focused on execution and strategy implementation
- Elected into "Future Leaders High Potential Program" (30 people out of 74,000 can participate)

Strategic partnerships
- Directed in-depth market research and assessment of the construction and property technology landscape
- Identified key players and established 6 strategic partnerships with rising start-ups

Application development
- Developed a systematic lean management app and a totally new strategy for "digital construction sites"
- Created a health & safety app (more than 100,000 users) and launched an on-site organization app

Vienna University of Applied Sciences **Vienna, Austria**
University Lecturer 2018-2019
- Created graduate school lecture on "Digitalization, Innovation and BIM in Construction"; advised multiple graduate theses projects and mentored several female students

Neumayer Ziviltechniker GmbH **Vienna, Austria**
Mid-sized engineering/construction management & consultancy company
Lead Project Manager 2014-2015
Construction and Site Manager 2014
- Led planning and construction of multiple mid-scale construction sites (highest role within 100+ person team), responsible for $10m annual revenue target

Additional

- German (C2), English (C2), Italian (B1), French (A1), Latin (B1)
- Community service: teach digitalization workshops for senior citizens; organized group cooking sessions for the homeless

KATE BUELLESBACH

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EDUCATION

Stanford Graduate School of Business *(Palo Alto, CA)* Class of 2022

- ***The Impact Fund, Healthcare Investing Team:*** sourcing, due diligence, and pitching digital health deals
- ***Owl Ventures Fellow:*** Partnered with principal at Owl Ventures to develop education x healthcare thesis
- ***Flare Capital Scholar:*** Partnered with Flare Capital, a seed-stage healthcare VC, to landscape digital health technologies
- ***Biodesign:*** Building a women's health biotech startup; awarded $10K grant by Stanford through December 2021

Harvard University *(Cambridge, MA)* Class of 2016

- Bachelor of Science, Engineering Sciences (Bioengineering), Cum Laude; GPA: 3.70/4.0
- ***Activities:*** Research and thesis at Mooney Lab (drug delivery), Bioengineering Head Teaching Fellow; Kirkland House Committee Chair, First Year Outdoor Program Leader, 2016 Senior Class Committee, Women's Club Soccer Team

EXPERIENCE

Peterson Ventures, *Summer Associate; part-time during school year (Salt Lake City, UT)* June 2021 – Present

- Seed stage VC with ~$70M Fund III investing primarily in digital healthcare, ecommerce, and SaaS startups
- Interviewed ~70 entrepreneurs, performed due diligence, and developed financial models
- Sourced ~30 digital health companies, bringing one to Investment Committee
- Developed Prepared Minds research deck on women's health; developed pitch deck and materials for Fund IV raise

Clinton Health Access Initiative, *Vaccine Delivery Associate (Kigali, Rwanda)* August 2019 – August 2020

- Supported governments of Kenya, Ethiopia, and Uganda to improve service delivery for routine immunizations targeting ~3M children under five, including supply chain, management systems, and operations
- Designed, implemented, and analyzed outcomes from six coverage improvement pilots across 28 districts in three countries
- Supported development of HPV vaccine intro and scale-up strategy in six countries with governments, donors, and pharma
- Worked with governments to disseminate insights to the global community, including Gavi, Gates Foundation

Gates Ventures (McKinsey Secondment), *Program Analyst (Seattle, WA)* May 2018 – May 2019

- Developed strategy for newly established health and life sciences start-up, including theory of change and milestones
- Managed $1.5M, 21-month vaccine project, including donor relations, research, data vis., and web implementation
- Led six-person team in six-month development of a data-driven web tool to identify developing countries which can benefit from similar health interventions, from formula strategy to user testing and publishing
- Coordinated with experts to produce website content and white paper on strengthening developing country health systems

McKinsey & Company, *Business Analyst (New York City, NY)* August 2016 – May 2018

- Performed healthcare, global health, and pharmaceutical casework as part of the Healthcare Leadership Team (HLT) in growth strategy, integration management, synergy capture, commercial strategy, and operational redesign

Global Public Health – Medical Device Funding and Delivery Strategy

- Identified and prioritized 30 market interventions to reduce cost of medical device by 10% and increase product demand
- Led client team to develop global model simulating sales of 5M devices, including donor co-financing models

Pharmaceuticals – Business Technology and Commercial Growth Strategy

- Developed post-integration and synergies models for business technology unit, identifying $300M+ in synergies
- Built cost/revenue model identifying $150M in commercial opportunities and transitioned ownership to clients

Health System – Supply Chain Organization Strategy & Development

- Designed and presented funds flow model and chargeback system to support externalized supply chain
- Developed organizational structure, defined mission statement, and set goals for new supply chain organization

Other firm involvement: McKinsey recruiting lead (conducted interviews), soccer team, and social committee

SKILLS, VOLUNTEER ACTIVITIES, AND INTERESTS

Robin Hood Foundation (2017-18) – volunteered to develop 5-year strategy for coding education NGO in low-income schools; specifically developed mission/vision/values and hiring/career growth strategy with the NGO

Skills: Powerpoint, Excel, Tableau, Alteryx, R, Python, MATLAB, Spanish (Intermediate), German (Basic)

Interests: Long distance running (x4 marathons, Boston Qualifier), soccer, piano, rock climbing, fiction

DANIEL F. BUJANOS

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS: Stanford, CA
Master's in Business Administration & Master of Science's in Environment & Resources Candidate 2022

- Project Lead for 'Electricity Demand Assessment for Solar Microgrid Systems in Myanmar'.
- Project Manager for VC in LATAM evaluating investment thesis and value creation potential of select portfolio companies.
- Leader of the Innovation Expo for the Climate, Business & Innovation Summit 2021.
- Member of Energy Club, Future of Mobility Club, and Tech Club.

MONTERREY INSTITUTE OF TECHNOLOGY AND HIGHER EDUCATION: Monterrey, MX
Bachelor of Science in Engineering Physics 2011 - 2016

- Honored with Excellence Fellowship and honorific mention GPA: 90.89/100.
- Research Fellow: analyzed efficiency of faculty-designed solar collector heater prototypes.
- Summer Research Fellow at UTSA (San Antonio, TX): fabricated and characterized Molybdenum Disulfide nanoparticles and assessed their tribological properties for automotive lubricant applications.

ÉCOLE POLYTECHNIQUE: Palaiseau, FR
Exchange Student: Applied Mathematics and Physics 2014 - 2015

- Research Fellow: fabricated, characterized and studied polycrystalline PIN solar cells.

EXPERIENCE

RAPPI: MULTI-BILLION DOLLAR: ON DEMAND DELIVERY COMPANY 2019-2020
Senior Manager - Global Operations Mexico City, MX

- Led a sprint of +10 cross-functional teams to reduce +15% delivery costs annually (+$24M) derived from identifying optimization opportunities, testing new hypotheses, and scaling initiatives; presented results to the CEO every week.
- Launched project to develop first ML predictive model to determine optimal: 1) productivity of couriers, 2) couriers' earnings per trip, and 3) delivery time. Cooperated with the Product team to develop new tools and solutions to meet targets.
- Managed courier's earnings schemes and collaborated with regional teams in 9 countries and +100 cities to redefine Rappi's courier earnings strategy.

BAIN & COMPANY 2016-2019
Senior Associate Consultant
AI driven long term strategy: Zacatecas, MX

- Led a 12-person team to redefine the long-term strategy for World-leading Gold and Silver mine by developing a machine learning Optimization Model for the first time in asset history, and thus improved Net Present Value by + $600M (+60%).
- Managed a junior analyst to develop a dynamic financial model to assess multiple initiatives' impact on business plan and synergies; tutored CFO's team on how to use it as the 'official model' of the mine asset.

Procurement transformation: Tampa Bay, US

- Identified opportunities to reduce the operating income by $10M and the net working capital by $30M for a Tech Distributor in one year of one top supplier's purchases.

"Above and Beyond" Award - 2018:

- Recognized as the consultant who has gone above and beyond in his/her contributions to the Mexico City office.

Associate Consultant
Strategic transformation: Manaus, BR

- Identified $900M in NPV derivatives of a business turnaround for a mining asset in Amazonian Jungle, improving client's operations from 4th quartile to 1st/2nd quartile of performance in 5 years, including shifting from tin to uranium extraction.
- Recommended initiatives to capture value immediately and reduce truck's diesel consumption by 3-5% annually.

Corporate strategy: Santiago, CL

- Counseled CEO of an international Department Store Chain to make critical decisions for long-term competitiveness, including investing in online platforms, inventory management capabilities, and a robust loyalty program.
- Mapped market entry strategy of Amazon and identified required capabilities and investments for the next 5 years.

Redesign of the operating model: Santiago, CL

- Led a 3-member team in redefining the entire operating model for the company's 4 mine assets. Implemented weekly meetings to align on material and recommendations to be presented to the C-suite.

Roadmap for eCommerce acceleration: Mexico City, MX

- Analyzed e-commerce landscape in Mexico, teamed with the presidential government, regulators, and key players to identify public and private sector initiatives that could contribute to the growth of the country-wide industry.

ADDITIONAL

- Languages: Spanish (Native), English (Fluent), French (Intermediate), Portuguese (Intermediate).
- Co-founder/investor of a family business: "Lavaplus+" (Laundromat).
- Five-time National Olympics medalist in Triathlon & Duathlon and 3rd place Pan-American championship (2008-2011).
- Ultramarathon 10th place finisher: El Cruce - 100km race in Argentina (2019).
- Passionate about Physics, Space, Photography, Hiking.

KELLYANN HIKARI BURLAGE

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA Candidate *2020-2022*

- Member of Healthcare, Venture Capital, and Asians in Business Clubs
- Stanford Byers Center for Biodesign technology innovation program to launch healthcare technology businesses

UNIVERSITY OF CAMBRIDGE Cambridge, UK
M.A. in Natural Sciences (Biological & Biomedical Sciences), *Upper Second Class Honors (3.7 GPA equivalent)* *2012-2015*

- High First Class in dissertation on the mathematical modeling of the 2014 West Africa Ebola epidemic (*4.0 equivalent*)

PROFESSIONAL EXPERIENCE

BAIN & COMPANY New York, NY / London, UK
Senior Consultant *2016-2020*

- Offer to return as Manager post MBA (typically a 3 year post MBA position)
- Consistently ranked in top 5% of global cohort in formal quarterly reviews: accelerated promotion to Consultant (promoted six months early vs average tenure length of one year), and Senior Associate Consultant (promoted six months early)
- Expertise in growth strategy (commercial excellence, pricing, digital marketing, go-to-market), digital transformation, Agile

Select Experiences:

Growth Strategy, Healthcare Software Co (New York)

- Case team leader across three phases of work for a PE-owned Healthcare Technology business, focusing on quantification and implementation of market expansion opportunities; worked directly with C-suite and senior PE fund leadership
- Led multiple workshops and analyses that successfully resulted in a new pricing strategy and launch of new products and new product bundles, with estimated uplift >10% of revenue, ultimately led to one of the PE fund's most successful software exits (>25X EBITDA multiple), and company on track for successful IPO

Due Diligences, Private Equity Group (London)

- Significant experience across technology-focused commercial due diligences, selected transactions include:
  - $700M growth equity investment in US healthcare software company
  - $400M private equity investment in US fitness technology company
  - Private equity investment in European Chemicals company ($12B enterprise value)
- Held case team leadership roles, responsibilities included: assessing market attractiveness (industry trends and competitive dynamics), evaluating business plans, developing value creation plans and preparing investment committee materials
- Highlighted as demonstrating high analytical competency, strong ability to collaborate, while creating motivated, high performing teams, which supported career development of junior employees

Public Health Pro Bono Consulting for Jamie Oliver's Bite Back 2030 Campaign (London)

- Multi-year project for nonprofit organization aimed at halving childhood obesity rates in the UK by 2030; developed long term strategy to target government and businesses to implement childhood-health focused initiatives
- Supported successful campaign to UK government to extend and deliver 'free school meals' to >1m students during COVID

Undergraduate Recruiting Lead (London)

- Led undergraduate recruiting for Bain London, managing a team of 15; piloted and developed initiatives focused at reducing bias and improving diversity in our recruiting process; e.g., successfully implemented 'resume blind' first round interviewing

FRWD London, UK / Milan, Italy
Case Team Leader (Bain externship) *2020*

- Led digital marketing cases for multiple food & beverage clients; improved ROI by ~20% and efficacy of marketing spend during COVID-19, as marketing budgets were reduced by 70-90%
- Successfully re-deployed marketing spend based on zero-based-budgeting and shifted clients to higher ROI digital channels

MASSACHUSETTS GENERAL HOSPITAL Boston, MA
Summer Research Analyst *Summer 2011*

- Supported research in the department of Bariatric/Obesity Medicine and Surgery at one of the top 5 hospitals in the US; analyzed key data on post-operative patient care, which influenced both post-op care management and follow-on research

OTHER

- Cambridge University Women's Hockey Team and Ski Racing Teams, Hong Kong Junior National Field Hockey Team
- Technical competencies: proficiency in Tableau, Alteryx, Mathlab, R-programming
- Interests: ski instructor, diving, podcasts, behavioral psychology

JAMES S. BURNS

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Education

STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Student Fellow at Hoover Institution. Toigo Fellow. GMAT: 760 (top 1% globally). Management Consulting and Private Equity Clubs

MISSOURI UNIVERSITY OF SCIENCE AND TECHNOLOGY Rolla, MO
Master of Science – Engineering Management 2017

- 4.0 GPA. Earned Graduate Certificates in Project Management and Military Construction Management

UNITED STATES MILITARY ACADEMY West Point, NY
Bachelor of Science – Double Major in Economics and German, Concentration in Mechanical Engineering 2012

- 3.89 GPA. Graduated in top 3% of class academically (ranked 30 of 1030 in overall academic performance); Awarded COL Osborn Award for Excellence (#1 cadet) in political science and Lee Donne Olvey Award for Excellence (#1 cadet) in economics.
- Honor Societies: Phi Kappa Phi, Phi Sigma Iota, Golden Key International
- Officer or member: Student Conference on United States Affairs, Sandhurst Competition, Glee Club

Experience

MCKINSEY & COMPANY San Francisco, CA; Dallas, TX
Associate Intern Summer 2021

- Developed and implemented four models using digital analytics to improve efficiencies for power generation plants across the US, interfacing regularly with client firm leadership, and personally created total financial impact of more than $4 million
- Led multiple workstreams working with four data scientists across two continents and presenting new models for implementation to the client during enterprise transformation study; received return offer

THE BLACKSTONE GROUP New York, NY
Private Equity Summer Analyst, Tactical Opportunities Group *($35Bn AUM)* Summer 2020

- Developed valuation analyses, performed due diligence, and evaluated investment opportunities across Aerospace and Defense sector and three portfolio companies, interfacing regularly with portfolio company leadership and presenting findings to group leadership
- Analyzed acquisition of two targets for merger potential with combined value greater than $500 million and conducted due diligence as part of deal team in $3 billion preferred equity investment opportunity in a convenience store company

UNITED STATES ARMY Fort Campbell, KY; Fort Hood, TX; Fort Rucker, AL; Iraq; Kuwait; Syria; South Korea; Afghanistan
Commander, Apache and Shadow UAS Troop, Apache Pilot (Captain) *(Second command, fast track)* 2019 – 2020

- Led 69 pilots and aircraft technicians deployed overseas and managed 8 Apaches and 4 Shadow Unmanned Aircraft Systems (UAS), associated systems, and support equipment valued at more than $244 million split over two sites in South Korea
- Flew as Pilot in Command and Air Mission Commander over 48 sensitive and high-profile missions across the Peninsula, resulting in effective deterrence of aggression from North Korea

Commander, Unmanned Aircraft System Aviation Company, Apache Pilot (Captain) *(Normally a Major, fast track)* 2017 – 2019

- Rated #5 of 31 Commanders; led and deployed to combat 140 pilots, aircraft technicians, and civilian contractors, and managed 13 Gray Eagles UAS, associated systems and equipment valued at more than $250 million split over two sites in Iraq and Kuwait
- Led company to fly over 14,100 combat flight hours, a 27% increase over previous rotation, providing attack and reconnaissance capabilities to elite Coalition Partner Special Operations Forces, Iraqi Security Forces, and Syrian Defense Forces
- Designed and implemented flight and maintenance strategy that set twice the greatest number of flight hours a single Gray Eagle UAS company has ever flown in one month, resulting in decisive attack operations that ended the physical ISIS caliphate

Attack Aviation Platoon Leader, Apache Pilot (First Lieutenant) 2015 – 2016

- Rated #1 of 12 Platoon Leaders in battalion; selected to lead 20 attack aviators and maintainers in attack aviation operations in combat, and managed four AH-64E Apache helicopters and associated systems and equipment valued more than $150 million
- Received two Air Medals for excellence as Air Mission Commander and Pilot in Command leading over 140 training and combat missions, resulting in over 35 named objectives apprehended with no friendly lives lost
- Coordinated attack helicopter operations for US federal agencies in eastern Afghanistan, selected over two other peers to lead and synchronize maintenance logistics for a remote outstation accessible only by air under continuous and accurate enemy fire

Battalion Assistant Operations Officer and Apache Pilot (First Lieutenant) 2013 – 2014

- Planned and executed aerial gunneries and numerous smaller ranges and other required operations, resulting in 48 Apache attack pilots qualified and trained for deployment to Afghanistan

Graduate of U.S. Army Flight School Apache Qualification Course and U.S Army Airborne School (Second Lieutenant) 2012 – 2013

Additional

- Skills**:** Fluent in English, German and proficient in Japanese, Capital IQ, FactSet, Microsoft Office, Financial Modeling, Project Management Professional (PMP), Commercial Rotorcraft Instrument Rated Pilot, Small UAS Professional Pilot, Top Secret Clearance
- Personal**:** Avid traveler (visited 22 countries and all 50 US States), Tough Mudder, play piano, hiking, private flying
- Community**:** Eagle Scout, Scout Leader, Sunday School teacher, Ward Clerk, served a two-year full-time mission in Germany for the Church of Jesus Christ of Latter-day Saints from 2008 to 2010 – volunteered over 100 hours per week serving the German people

WILL BUTCHER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration & Master of Science in Environment & Resources Candidate 2022

THE UNIVERSITY OF TEXAS AT AUSTIN Austin, TX
Bachelor of Business Administration, Business Honors Program/Finance & Bachelor of Arts, Plan II Honors/Spanish 2014

- Overall GPA: 3.93
- GMAT Score: 750 (47 Verbal / 47 Quantitative)
- University of Texas Rock Climbing Team, *President*, Collegiate Climbing Series National Team Champion (2012–2014)

Experience

ENERGY INNOVATION CAPITAL San Francisco, CA
Venture capital firm focused on enabling the future of clean, affordable energy
Summer Associate *Summer 2021*

- Conducted due diligence on new investments and follow-on financings in early-stage energy businesses

RIVERSTONE HOLDINGS Houston, TX
Energy and power-focused private equity firm with over $40 B in capital raised
Associate *2017 – 2020*

- Performed analysis, presented insights, and collaborated with deal team in all aspects of private equity investment process: sourcing, due diligence, financial modeling, deal structuring, portfolio company management, and investor communication
- Generated power investment theses through research, presentations, and discussion with senior professionals
- Drafted marketing presentations for potential investors in new power-focused fund in cooperation with investor relations; compiled power sector research, benchmarked peer firms, and brainstormed strategy themes with senior team members
- Offered third-year associate role following two-year associate program (uncommon at firm)

Selected private equity experience:

- Led, with senior team member, all aspects of sale process for oil refinery in Tacoma, WA, to public refining company for $350 MM in cash and stock; constructed detailed cash flow model in consultation with refinery management
- Analyzed variety of financial and strategic decisions for 15 GW independent power producer: refinancing of $2 B in near-term debt maturities, capital allocation policy, commodity risk management, and strategic alternatives for investment monetization
- Evaluated several North American merchant power generation asset portfolios; conducted financial returns analysis, drafted investment committee approval requests, and prepared bid letters
- Managed, with senior team member, portfolio company monitoring of conventional oil & gas producer in Texas; advised on capital expenditures, asset acquisition opportunities, and financial restructuring
- Assessed reverse merger of privately-held Alaskan oil & gas company with London-listed E&P company; developed model to value interests in complex LLC structure; summarized details for senior team members and prepared investor update memos

JEFFERIES Houston, TX
Energy group of global, full-service investment bank
Analyst *Summer 2014, 2015 – 2017*

- Completed 10 transactions totaling over $15 B, including: M&A, private debt and equity capital raising, and other strategic corporate actions for public and private upstream and midstream oil & gas companies leading U.S. shale revolution
- Served in all stages of deal process, including pitch generation, financial modeling, diligence, valuation, and execution
- Led teams of up to two analysts on live transactions and class of approximately 10 analysts in multiple internal projects
- Developed internal talent by producing training materials for junior bankers and participating in firm recruiting efforts
- Coordinated closely with oil & gas technical professionals, including engineers, petrophysicists, and geologists, to create technically and commercially robust cash flow models with ability to value upstream and midstream assets and companies

Additional

- Co-authored research paper entitled *Microfinance Control Fraud in Latin America* with economist James K. Galbraith, published in academic journal *Forum for Social Economics* in 2015; adapted from 150-page Plan II Honors Thesis based on independent research, including self-organized research trip to Ecuador
- Selected to represent U.S. on National Team for Climbing at Youth World Championship in Ecuador, Austria (2003, 2005–2007)
- Technical skills include Excel, PowerPoint, Word, Capital IQ, FactSet, Bloomberg
- Conversational proficiency in Spanish; spent four months backpacking through Ecuador, Peru, Bolivia, Argentina, and Chile
- Enjoy rock climbing, mountaineering, vegan cooking, yoga, meditation

JOSEPH BYERS

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — *Sep 2020 – (Jun 2022)*

University of Washington — Seattle, WA
Major: Bachelor of Arts in Psychology — *Sep 2006 – Jun 2010*

- *Summa Cum Laude* (GPA: 3.98/4.0)
- Washington Boxing Club: Founder 2008, Captain 2008, 2009
- UW Dream Project – Student founded organization for educational equity: Mentor 2007, 2008

EXPERIENCE

U.S. Navy – Naval Special Warfare (NSW) — Virginia Beach, VA / Coronado, CA
Navy SEAL Officer

Platoon Commander, Special Reconnaissance Team Two — *May 2018 – Sep 2020*

- Formed and led 15-person team in breakthrough development and integration of secure communications technologies and reconnaissance platforms, now fielded across the entire US special operations enterprise.
- Spearheaded advancement of an organizational partnership with a strategic NATO ally as the principal liaison for a 400+ person organization. Accountable for $15M of US Government equipment without discrepancy.
- Led 7-person cross-functional team in a strategic operation in support of the National Defense Strategy.
- Awarded Navy Commendation Medal for meritorious service while serving in this position.
- Recommended for promotion ahead of peers for exemplary performance in an unprecedented assignment.

Operations Director, Naval Special Warfare Annual Innovation Exercise — *Oct 2017 – May 2018*

- Assembled and led 31-person cross-functional team in conducting 50+ assessments of emerging technologies. Personally briefed analysis to the Under Secretary of Defense for Intelligence to aid in acquisition decisions.
- Aligned Department of Defense, intelligence agency, and commercial stakeholders' interests to improve how NSW personnel influence the development of new technologies, including AI-enabled reconnaissance platforms.
- Leveraged partnerships with 30+ capability providers to enhance organizational knowledge on AI-enabled platforms, communications and cyber technologies, in support of multiple successful overseas operations.
- Awarded Navy Commendation Medal for meritorious service while serving in this position.
- Recommended for promotion for excellent performance in a role typically assigned to a higher-ranking officer.

Squad Commander, SEAL Team Ten — *Oct 2015 – Oct 2017*

- Restricted narco-trafficking routes on Colombia's Caribbean coast through planning/advising 17 operations that resulted in the destruction of three tons of narcotics and 34 arrests.
- Led 8-person team in the execution of 400 hours of special operations training to 175 Colombian Navy special operations personnel and four partnered units.
- Led 15 personnel in coordination with US Secret Service and Army Special Operators to execute the maritime response plan for the US Vice President's visit to Colombia with no incidents.
- Awarded Navy Achievement Medal for meritorious service while serving in this position.

Officer Candidate School, Basic Underwater Demolition and SEAL Qualification Training — *Feb 2014 – Oct 2015*

- Graduated in top 10% of the class.

CrossFit Burien — Burien, WA
Co-Founder/Manager/Head Coach — *Jan 2012 – May 2013*

- Launched successful health and wellness community serving more than 150 members.
- Oversaw all aspects of the business including member recruitment/retention, marketing and daily operations.

PERSONAL

Enjoy early-morning meditation, reading sci-fi, black-diamond skiing, and canyoneering.
Travel to multiple countries in Africa, South America, and Europe before and during naval service.

Dr. Rene Caissie, DMD, FRCD(C), MSc
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PROFESSIONAL EXPERIENCE

Volte-Face Project A non-profit organization composed of a group of medical and dental professionals providing reconstructive or surgical care for indigent patients affected with severe cranio-facial abnormalities.
Founder and Surgeon *September 2008 – present*

- Manage the overall treatment plans with the medical and surgical team and execute maxillofacial surgeries when warranted.

Greater Montreal Maxillofacial Surgery Associates A group of surgery specialty centers offering ear nose and throat (ENT), neurology, dentistry and maxillofacial surgery services.
Founder and Surgeon *September 2008 – present*

- Managed the centers and led transaction to eventual sale to Dental Corporation as of March 2019
- Practicing maxillofacial surgeon in the downtown Montreal clinic.

Summit Travel Health A vaccine provider with 12 locations in Eastern Canada and growing nationally.
Co-Founder and Former CEO *January 2012 – Present*

- Created a company inspired by the concept that the world becoming more connected means vaccinations will play an increasingly more important role in people's lives.
- Providing customer-centric medical consulting and vaccination administration for thousands of patients per year.
- $4 million annual revenue, growing at over 35% year on year.

Greater Montreal Sleep Centers Two major Montreal sleep clinics providing diagnostics and treatments in the field of sleep medicine. Currently scaling this business nationally via a strategic partnership to create an online patient-doctor portal.
CEO and Co-Founder *October 2017 - Present*

- Spearhead all business development and marketing activities plus oversight of growth and profitability.
- $2.5 million in annual revenue, grew 53% in 2018.

Université de Montreal *September 2017 – June 2019*
Chief - Oral and Maxillofacial Surgery / Department of Surgery and Faculty Lecturer

- Acting chief of the hospital OMFS service in Montreal's largest trauma center
- Oversight of a team of 6 surgeons and support staff
- Acting surgeon in the service

McGill University
Faculty lecturer *September 2008 – January 2017*

- Lectures given in the field of maxillofacial surgery to graduate and undergraduate students.

Medesync A web-based electronic medical record system connecting medical practitioners to hospitals, labs, pharmacies and patients

CEO and Co-Founder *October 2011 – March 2015*

- Initial founder and owner of LCG Medical and lead development of Medesync, the branded EMR software (LCG's primary software product).
- Lead operations and strategic direction of the company to the eventual sale to Telus (largest telecom provider in Canada).
- This medical software has been implemented by thousands of medical practitioners across Quebec, allowing for increased efficiencies in thousands of medical practices.

EDUCATION

MSx	Stanford University, CA	Sloan Fellow Candidate	2022
FRCD (C)	Université Laval, Quebec	Maxillofacial surgery	2003-2008
Surgical Rotation	Cornell University, NYC	Maxillofacial surgery	2007-2007
M.Sc.	Université Laval, Quebec	Experimental Medicine (Nerve regeneration)	2001-2003
D.M.D.	Université Laval, Quebec	Dentistry	1997-2001

PUBLISHED REFEREED PAPERS

1. Caissie R, Beaulieu F, Giroux M, Berthod F, Landry PE. Cutaneous Myiasis: Diagnosis, Treatment and Prevention. *J Oral Maxillofac Surg.* 2008 Mar;66(3):560-8.
2. Caissie R, Landry PE, Paquin R, ChampignyMF, Berthod F. Quantitative method to evaluate the functionality of the trigeminal nerve. *J Oral Maxillofac Surg*. 2007 Nov;65(11):2254-2259.
3. Caissie R, Champigny, M-.F., Berthod F. In vivo enhancement of sensory perception recovery in a tissue-engineered skin enriched with laminin*. Biomaterials*. 2006 May;27(15):2988-93
4. Caissie R, Goulet J, Fortin M, Morielli D. Iatrogenic paresthesia in the third division of the trigeminal nerve – 12 years of clinical experience*. J Can Dent Assoc*. 2005 Mar;71(3):185-90.
5. Caissie R, Jacques L, Landry PE, Berthod F. Evaluation of nerve regeneration across a peripheral nerve gap using a collagen nerve conduit filled with a collagen-based biomaterial associated with different neurotrophins – preliminary results - Abstract*. Can. J. Neurol. Sci*. 2005; 32; Suppl. 1; S12
6. Caissie R, Berthod F. Laminin enhances nerve regeneration in a tissue-engineered skin transplanted on nude mice – abstract. Can. *J. Neurol. Sci*. 2005; 32; Suppl. 1; S29.

ACTIVIES AND INTERESTS

- Yearly Ironman 70.3 and/or 140.6 triathlon finisher. Qualifications to world championships in 2015 and 2018 and 2019.
- Competitive offshore sailing: Completed the "Quebec/St-Malo Trans-Oceanic Transat" in 2014.
- Qualified pilot on Cirrus SR22 Turbo
- Languages: English, French, Spanish (Beginner)

EMILY CAMBERN

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Leadership: Women in Management Leadership, Diversity Committee, Global Dialogues Leader
- Clubs: Product Club, Consumer & Retail Club, Tech Club

DARTMOUTH COLLEGE Hanover, NH
Bachelor of Arts, Psychology and Environmental Studies 2015

- President of Mediation @ Dartmouth, Philanthropy Chair of Sorority, Psychology Research Assistant

EXPERIENCE

AMAZON Seattle, WA

Senior Product Manager & Vendor Manager Intern—Retail Leadership Program Jun 2021- Aug 2021

Devised go-to-market strategy for new product in retail and pitched new business to vendors

- Gained 3x greater investment from multiple vendors after pitching new business
- Performed market sizing, competitive analysis, target customer identification, and profit analysis to build launch plan and five-year roadmap for new product offering in Sports and Outdoors
- Led market research to uncover customer insights that drove the product strategy
- Partnered with cross-functional stakeholders such as engineering, marketing, and operations to inform plan

ELI LILLY & COMPANY Indianapolis, IN

Associate Brand Manager—Olympics Sponsorship Feb 2020 – Jul 2020

Selected by CMO to lead multi-million-dollar Olympics sponsorship efforts for multiple brands

- Built foundational roadmap and new capabilities required to launch multi-million-dollar campaign in 2021 including regulatory guardrails, influencer capability, timeline development, and agency scope of work
- Developed strategic plan for brands that will serve as the backbone for execution of campaign
- Created social media playbooks for company to enable brands to launch faster and improve media, influencer, and sponsorship efforts

Associate Consultant—Consumer Marketing (DTC) May 2018 – Feb 2020

Designed and executed company's fastest launching digital marketing campaign using customer insights

- Drove 38% lift in prescriptions, achieved positive ROI, and increased time on site 5x with new digital channels
- Improved targeting efficiency by 55% and exceeded acquisition goals by 2x using lead generation campaign
- Decreased costs 20% QoQ by identifying actionable insights using data analysis
- Delivered innovation at Lilly: Website retargeting, brand ambassadors, AI in social creative development, lead generation campaigns, social media campaign shoots, and digital copy test for social

Senior Marketing Associate—Consumer Marketing (DTC) Jul 2016- May 2018

Crafted first customer support program in Oncology to help patients start on treatment

- Increased customer retention by 15% and achieved 100% customer satisfaction scores
- Led messaging development for product using customer insights from market research
- Optimized user experience by analyzing product performance and synthesizing customer feedback
- Designed and executed communication plan to train hundreds of field employees and 20 call agents

AWARDS

- Gold Award – Medical, Marketing, & Media (MM&M): Best Use of Social in Healthcare
- Genius Brand Award – Gartner: #1 in Digital across all of Pharma
- Three Lilly Marketing Excellence Awards, Two Lilly Teamwork Awards

INTERESTS

Exploring new cities, hiking, reading fiction, cooking Southern food, beating the NYT Spelling Bee, relaxing at coffee shops, playing tennis, and taking on ski slopes

Stephen Cameron

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EDUCATION

Stanford University Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *Class of 2022*

Duke University **Durham, NC**
Bachelor of Science in Economics – Finance Concentration; cum laude *Class of 2015*

- GPA: 3.76/4.0

PROFESSIONAL EXPERIENCE

Bain Capital **Boston, MA**
North American Private Equity – Capital Markets Associate *July 2017 – July 2020*

- Led capital markets underwriting and execution for new investment opportunities; closed 9 transactions valued over $33B
- Partnered with management teams, banks, and lawyers to raise debt and equity capital; negotiated key governing terms
- Developed capital markets infrastructure for Bain funds, including new global foreign exchange and rates hedging policies
- Ran training sessions for new analysts and associates; provided firmwide capital markets updates as part of the 'macro team'

Selected Transaction Experience:

Acquisition of Toshiba Memory Corporation for $18B *(Closed March 2018)*
- Acquisition of world's largest producer of solid-state flash memory for smartphones, computers, and data centers
- Led $11B capital raise comprised of a $6B loan from Japanese banks and $5B of preferred equity from Apple and Dell
- Managed strategic refinancing workstreams in preparation for planned IPO on the Tokyo Stock Exchange in 2020

Acquisition of Maxim Healthcare Services for $1.3B *(Closing Late 2019)*
- Major strategic acquisition for Bain's Aveanna Healthcare, doubling the size and scale of the home healthcare business
- Negotiated creative debt financing package, allowing deal to proceed despite poor market conditions
- Produced detailed analysis for underwriting a public exit, with a potential IPO process launching as early as 2020

Restructuring of iHeartMedia's $20B capital structure *(Emerged May 2019)*
- Board observer during pre-filing, bankruptcy, and emergence proceedings for the nation's largest radio station operator
- Managed negotiations with multiple classes of creditors; built value creation scenario analysis for existing shareholders

IPO of Grupo NotreDame Intermédica at $2.5B valuation *(Completed April 2018)*
- Public offering of Brazil's largest health plan operator and healthcare provider; largest Brazilian IPO of 2018
- Developed equity story driving 7x oversubscription in conjunction with management and underwriting banks

Deutsche Bank **New York, NY**
Investment Banking Division – Analyst *Summer 2014, July 2015 – May 2017*

- Top ranked analyst in the Leveraged Finance group both years; led 8 live transactions valued over $75B
- Overhauled internal training materials and financial model template; led modelling training for new analyst hires and interns
- Spearheaded Duke University undergraduate recruiting as captain of campus team; conducted on-campus interviews

Selected Transaction Experience:

Dell Inc.'s acquisition of EMC Corporation for $67 billion *(Closed September 2016)*
- Produced detailed cash flow projections and debt paydown model for board-level underwriting memorandum
- Evaluated capital structure reorganization scenarios during syndication as improvements in market conditions enabled the sponsor to make a large structural shift to increase secured leverage, cut pricing and reduce interest expense
- Coordinated with capital markets desk throughout syndication to ensure appropriate de-risking of 10 tranches of debt

Ball Corporation's acquisition of Rexam Plc. for $8.5 billion *(Closed June 2016)*
- Constructed dynamic three-statement financial model to analyze structures for the acquisition's bridge financing
- Worked directly with client's CFO and Treasurer to determine model value drivers and quantify acquisition synergies
- Produced lenders presentation to market key credit highlights; prepared extensive business and industry due diligence
- Developed carve-out financing model for the acquisition's mandated regulatory divestitures, sold to Ardagh Group

ADDITIONAL

Interests: travel to 25 countries on 5 continents, diving (PADI advanced open water), Duke Basketball, New England Patriots football

SEBASTIAN CAO

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
MS in Management 2022

- Full-time, accelerated master's program designed for global leaders at Director/Executive level
- STEM MS, 3-year U.S. Work Authorization (OPT)

Stanford Executive Program 2018

- Addressing forces for competitive advantage. Developing models and mindsets for innovation

UADE **Buenos Aires, Argentina**
BS in Information Technology 2006

PROFESSIONAL EXPERIENCE

RED HAT
World's leading provider of enterprise software open source solutions. Acquired by IBM in 2019
Sr. Director, Latin America Office of Technology 2015 – 2020: Mexico
Regional Sr. Manager, Solution Architects 2009 – 2015: Argentina and Colombia
Sr. Solution Architect, Middleware 2007 – 2009: Argentina

Business Development and Growth

- Increased from 28% to 50% key indicator of emerging technologies bookings contribution. One year earlier than planned and achieving the best ratio worldwide.
- Contributed to +500% regional bookings growth in 7 years.
- Built solution architecture teams across 5 different countries.

Leadership and Change and People Management

- Empowered 24 reports to the best of their capabilities, a best-of-breed multi-country emerging technology specialists and enablement team supporting field teams across all of Latin America.
- Devised a new team that drove a +300% growth in internal enablement and +500% with external partners by reimaging our approach to technical and soft skills development.

Strategy and Market

- Earned thought-leadership with customers, press, and market analysts about how emerging technologies are disrupting businesses and culture.
- Charted for 6 years product-level regional growth and market development targets.
- Acted as regional liaison for strategy and product go to market with corporate teams, expanded global practices into Latin America.

APER
Aper is a cloud commerce platform for the banks of the future
Advisor To Chief Executive Officer 2019 – 2021

- Advisor to CEO regarding product roadmap and adoption, business development and organizational design and processes.

SEBASTIAN CAO

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UADE
Universidad Argentina de la Empresa is a private university in Buenos Aires, Argentina
Full Professor, Software Architecture 2006 – 2012: Argentina

- Developed and taught curricula to an average of 35 students a quarter, covering distributed architectures and systems integration topics.

SELENCA SRL
Selenca was the first certified JBoss Open Source Middleware Systems Integrator in Latin America
Founder and CTO 2004 – 2007: Argentina

- Founded and scaled +300% in size and revenue the first open-source certified middleware Systems Integrators in Latin America. Later acquired by a stablished regional Systems Integrator.
- Procured and managed most complex projects, from acquisition and staffing to delivery.
- Awarded as first JBoss Certified Consultant in Latin America to instruct advanced training.

ADDITIONAL WORK EXPERIENCE

Lead J2EE Software Architect. Baufest 2003 – 2005: Argentina
Database Support Engineer/Java Middleware Sr Consultant. Sybase Inc. 1999 – 2003: Argentina

ADDITIONAL

Spanish: native proficiency.
English: full professional proficiency.
Brazilian Portuguese: working proficiency.

Emily Casey Brown

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *Expected 2022*
The University of Iowa, Henry B. Tippie College of Business **Iowa City, IA**
Bachelor of Business Administration, Finance; Certificate in Leadership Studies *2010 – 2014*
Academics: GPA – 4.0; graduated with Highest Distinction (top 2%); completed study abroad programs in Italy and England
Scholarships: Awarded 6 scholarships based on academic merit and community involvement that funded meaningful portion of undergraduate education; self-funded remaining tuition through on-campus employment and 3 internships
Honors: Tippie's 21 Under 21, Hawkinson Institute of Business Finance Scholar, Beta Gamma Sigma Honor Society
Activities: Tippie College of Business Student Ambassador, Federal Reserve Challenge Team, Kappa Kappa Gamma Sorority Treasurer, Delta Sigma Pi Professional Business Fraternity Historian, University of Iowa Krause Fund Equity Research Analyst

PROFESSIONAL EXPERIENCE

DNS Capital *(the family office for the business enterprise of the Pritzker Pucker family)* **Chicago, IL**
Vice President, Direct Investments Team *January 2020 – Present*
Senior Associate, Direct Investments Team *January 2019 – December 2019*
Associate, Direct Investments Team *May 2016 – December 2018*

- Evaluate, execute, and oversee VC, growth equity, and LBO transactions; 10+ transactions representing $1B+ of enterprise value
- Develop, manage, and present quarterly portfolio updates to the Pritzker Pucker family; built underlying reporting model from scratch, tracking 150+ entities and billions of dollars of assets
- Serve as Board Member / Observer for 4 portfolio companies; responsible for contributing informed views and voting on topics such as company strategy, M&A, financing opportunities, human resource planning, and annual budgeting
- Led latest associate hiring process; founded multiple DNS charity race teams; collaborated with younger family members on start-up business projects; designed DNS marketing apparel

  Selected Transaction Experience:

  KBP Foods – platform acquisition; multiple add-on acquisitions
  - Developed detailed investment thesis, prepared internal committee materials, coordinated third-parties, and built dynamic financial model to highlight investment merits and risks
  - Led quantitative white space analysis for international franchising merger; presented contrarian findings to CEO and CDO, which resulted in termination of the selected deal
  - Analyze expansion opportunities and coordinate directly with senior management to evaluate add-on and transformative acquisitions; assisted team in acquisition of additional brand and 100 additional restaurants (~20% of the portfolio)

  Breakwater – Series A and Series B investments
  - Functioned as interim CFO during period of management transition; established internal financial reporting and budgeting templates to track cash on a real-time basis to rectify cash burn challenges faced by executive team
  - Serve as Board Member and lead workstreams such as drafting fundraising terms, structuring economic arrangements for equipment joint ventures, maintaining capitalization tables, and designing management compensation packages

Goldman, Sachs & Co. **Chicago, IL**
Investment Banking Analyst, Global Industrials Group *July 2014 – April 2016*
Investment Banking Summer Analyst, Global Industrials Group *June 2013 – August 2013*

- Recognized as "top bucket" analyst in all performance reviews and awarded direct promotion to associate 1 year early; invited to be 1 of 3 associates globally working in the Executive Office supporting the CEO, President, and COO
- Nominated by peers / leadership to serve as the Chicago representative on the firmwide Analyst Advisory Council; presented in Cultural Accountability Sessions and collaborated on junior banker initiatives including the Global Analyst Mobility Program instituted in 2016

  Selected Transaction Experience:

  Coyote Logistics – advisor on ~$400M dividend recapitalization and ~$2B sale to United Parcel Service
  - Built three-statement operating, merger, and IPO monetization models to evaluate return scenarios for the owners; analyses ultimately drove team's decision to run a dual-track process
  - Worked directly with founders, senior management, and financial sponsor to draft information memorandum, management presentation, rating agency presentation, and investor presentations

  Xtralis – advisor on ~$500M sale to Honeywell
  - Constructed detailed model that analyzed cash flows and leverage profile; findings drove decision to narrow 85-buyer landscape down to targeted list of strategic acquirors
  - Managed electronic data room and coordinated logistics for all management discussions and buyer interactions

ADDITIONAL

Community: Girls on the Run, MS Society, Get Kids Going!, Hawkinson Institute Alumni Mentor, University of Iowa Guest Lecturer
Interests: Marathons (Abbott World Marathon Majors Six Star Finisher, 3:11 PR), Irish Dancing (national qualifier), English Premier League
Travel: 15+ countries; frequently visit Virgin Islands and Ireland (planning my wedding reception in mother's hometown)

ALEXANDER S. CHANG

650-814-5241 • achang5@stanford.edu • LinkedIn • Sports Business Portfolio

EDUCATION

Stanford Graduate School of Business, Stanford, CA
Master of Business Administration Candidate **2020-2022**

- *Relevant Coursework:* Sports Business Management, Negotiation Dynamics in Sports, Product Launch, Business Intelligence from Big Data, Data Analysis & Decision Making, Managerial Finance, Managerial Accounting
- *Extracurriculars:* Sports Management Club (Co-President), Tech Club, Venture Capital Club, Admissions Ambassador

Stanford University, Stanford, CA
Master of Science, Management Science & Engineering **2013-2015**

- *Concentration:* Organization, Technology, and Entrepreneurship

Bachelor of Science, Mechanical Engineering **2010-2014**

EXPERIENCE

BreakAway Data, Los Angeles, CA **Summer 2021**
Athlete performance science and data analytics consultancy
Business and Product Development MBA Intern

- Performed market research (performance science solutions, data licensing, NIL, professional league collective bargaining agreements) and product development work for a direct-to-athlete data management app
- Developed unit economics business model to support go-to-market, growth strategy, and fundraising

Zazzle Inc., Redwood City, CA **2015-2020**
The largest 3-sided online marketplace, the world's destination for customizable products
Senior Product Development Manager, Growth *Jul 2019-Aug 2020*

- Led Marketplace Growth team of 16 cross-functional members. In my first quarter as Team Lead, drove $5.5MM in annualized revenue growth above previous projections
- Revamped Zazzle's promotional strategy, growing Q4 margins 28% year-over-year

Product Manager *Feb 2017-Jun 2019*

- Drove shipping, product pricing, and site usability improvements, resulting in $6MM annualized incremental revenue
- Led cross-functional team of 27 to launch new marketing/sales channel, driving $600K in bookings during Q4

Associate Product Manager *Jan 2016-Jan 2017*

- Led 20-person team, including executives and external consultants, across Ireland, Germany, and the U.S. in rebuilding email system on an in-house platform. Increased overall email click-through-rate by 7% ($1.5MM annual revenue)
- Researched vendors for new online help center platform. Led integration, decreasing Customer Support contacts by 12% year-over-year ($200k annual savings). Wrote documentation and trained 25 employees on help center management

Product Management Intern *Summer 2015*

- Presented my research, ROI analysis, and proposal for social media login feature to executives. Managed implementation by 5 engineers. Generated 10% week-over-week increase in registrations

Zebra Technologies, San Jose, CA **Jul 2015-Mar 2016**
The NFL's Official On-Field Player-Tracking Provider
Command Center Specialist, NFL Next Gen Statistics Project

- Executed post-game data audits in 4-hour turnaround time, leveraging football knowledge to quickly identify player-tracking data quality issues and apply adjustments to the datasets, meeting service-level agreements for providing timely and accurate data to the NFL and its teams

Apple Inc., Cupertino, CA **Jun 2014-Dec 2014**
Product Design Engineering Intern, Input Devices

- Designed validation fixtures and processes to analyze proposed design changes for the Apple TV Siri Remote and the 1st Generation Apple Pencil. All proposed changes were implemented in shipped product

ADDITIONAL

- Proficient in Figma, Python, MATLAB. Limited proficiency in SQL, R
- Limited proficiency in Spanish and Mandarin
- Stanford Band - drums, cowbell, and alumni mentor *2010-present*
- Zazzle sports teams in local corporate league - participant on 23 teams, Captain of 9 *2016-2020*
- Certified Product Manager by The Association of International Product Marketing and Management *2019*

CHRISTY CHANG

(574) 250-7703 • christychang@stanford.edu • www.linkedin.com/in/christychang

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

INDIANA UNIVERSITY – KELLEY SCHOOL OF BUSINESS Bloomington, Indiana/USA
Bachelor of Science in Finance, International Business, and Legal Studies 2012 – 2016

- Wells Scholar (full, merit-based scholarship program); Hutton Honors College; Business Honors
- Honors Student Organization President; Hutton Honors College Funding Board Director; Delta Sigma Pi Chancellor; Alpha Xi Delta VP of Chapter Life

Experience

DELOITTE CONSULTING Chicago, Illinois/USA
Consultant, Customer & Marketing 2018 – 2020

- Ranked in top 10% of national class (highest rating) based on work performance and contributions
- Selected by industry leaders to represent 3,000 peers on Consumer Junior Board
- Served as internal consultant to Deloitte Consulting CEO
- Led initiative to "deliver the #1 talent experience," one of three ambitions of Deloitte Consulting's CEO, by launching firm-wide crowdsourcing campaign to 60,000 practitioners and representing all practitioners in talent experience discussions with firm leaders
- Led 15 executives at $3B global vacation company through merger of two competitors to create integrated product, customer, and marketing organization
- Identified $90M revenue opportunity to apply advanced analytics to vacation company's marketing strategies; developed approach and programmatic testing to use machine learning algorithms to optimize customer interactions and increase marketing return on investment

Business Analyst, Strategy & Operations 2016 – 2018

- Developed market entry strategies to enable $5B beauty retailer's international expansion to three distinct geographies in North America, Central America, and the Middle East, resulting in $1B+ revenue opportunity
- Formulated value proposition and pitch deck for private equity-backed women's health care organization that enabled acquisition of over 200 private health care providers
- Orchestrated operating model design workshops to guide decision-making of Fortune 100 retailer's C-suite executives, resulting in company's largest digital re-organization to-date
- Owned the design and management of employee tracking system used by seven business functions to account for over 1,000 individuals, ultimately enabling successful consolidation of digital capabilities across three unique corporate brands
- Designed multi-phase leadership development program for newly promoted managers across 10 international markets, contributing to executive education of over 600 employees annually

Indiana University Campus Recruiting Lead, Strategy & Operations 2016 – 2020

- Led team of 10 practitioners to recruit undergraduate applicants, resulting in hiring of most number of campus recruits from any Midwest university

Additional

- Fluent in English (native); Proficient in Spanish and Mandarin Chinese
- Interested in day hiking, baking, and luxury fashion

Alexander Chen

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
• Stanford Health Care Club, Venture Capital Club, Entrepreneurship Club, Healthcare Consulting Group

UCLA DAVID GEFFEN SCHOOL OF MEDICINE Los Angeles, CA
Doctor of Medicine Candidate 2023
• Selected Achievements: Winner of 2018 US Department of Health and Human Services Opioid Hackathon, David Geffen Scholarship (merit-based full financial support); Internal Medicine Chief's Research Fellowship

YALE UNIVERSITY New Haven, CT
Bachelor of Science in Molecular, Cellular, and Developmental Biology 2016

Work Experience

ALEDADE | *Business Development, Bethesda, MD* Summer 2021 – Present
Joined Series D @ 500 people. Aledade works with insurers and providers to shift towards value-based reimbursement models
• Developed new contract-scoring tools to help the company better understand favorability of payer contracts and their impact on provider performance.
- Extracted terms from 50+ value-based contracts with national payers. Validated and improved predictive model using linear regression and principal component analysis in R.
- Led initiative to connect contract term data to financial performance data, enabling previously inaccessible insights on profitability of different insurance products and financial impact of contract terms.
- Pitched use of tools to the executive team, with insights and scoring models to be presented at the next board of directors meeting.

REDESIGN HEALTH | *Strategy and Operations, New York City, NY* Spring 2021 – Summer 2021
Venture studio specializing in healthcare. Worked to help launch a pre-seed telehealth physical therapy startup
• Created an EMR evaluation framework after evaluating 100+ candidate EMRs and conducting user interviews
• Developed unit economics model and provider compensation ranges with COO and Chief-of-Staff.
- Included competitive analysis of unit economics for telehealth and brick-and-mortar competitors

MENLO VENTURES | *Entrepreneur-in-Training, Palo Alto, CA* Winter 2020 – Summer 2021
Venture studio arm of Menlo Ventures. Worked to launch Riva Health, a pre-seed virtual hypertension clinic
• Pitched and created a Healthcare New Ventures Evaluation Toolkit for Menlo Labs to use in its healthcare ideation process
- Includes TAM calculators for D2C and B2B2C business models selling to hospitals, payers, and patients; 5 market maps; and a database of 1,000+ healthcare startups with data on funding rounds and valuation.
• Helped develop Riva's B2B and D2C go-to-market strategies, setting agenda for go-to-market board meetings.
• Developed budget-impact models illustrating financial impact of outsourcing hypertension management to Riva, including over $7,000 in labor cost savings per cardiologist.

SLING HEALTH LA | *Co-Founder, Los Angeles, CA* Fall 2017 – Fall 2020
Healthcare innovation incubator, connecting 15% of UCLA DGSOM's class to faculty developing clinical solutions
• Designed project scopes and pitch decks, oversaw 6 projects (e.g., a non-profit teaching low-cost med-tech to physicians in developing countries, a neurosurgical device aiding recovery in post-surgery settings).

FATHOM HEALTH | *Software Engineer, San Francisco, CA* Winter 2016 – Summer 2017
Joined Seed Stage @ 5 people. Use natural language processing and machine learning to automate medical billing
• Designed and deployed user interface and database that enhanced machine-learning algorithm automating the hospital billing assignment process. Allows for medical coding headcount reduction by up to 80%

SWIPESENSE | *Product Engineer, Chicago, IL* Summer 2015 – Spring 2016
Joined Series A @ 40 people. Hospital wearables to improve hand hygiene, asset tracking, and nursing care
• Led dev team in blueprinting a hospital hygiene app that reduced hospital-acquired infections by 49%
• Developed metrics and dashboards that led to identification of significant hardware defects in client hospitals
- Work resulted in rapid prototyping, improvement, and replacement of faulty devices

Additional:

• **3 Additional Internships** as a software engineer at Strive Labs (clinic and care management for physical therapy), Leo Health (concierge pediatric virtual clinic), and Heartbeat Health (cardiology virtual clinic)
• **Academic research:** 12+ publications/presentations from machine learning to population health to social innovation

RYAN NATHANIEL CHEN

(203) 912-5518 • rnchen@stanford.edu • linkedin.com/in/ryannchen

Summary

Sports media and technology leader passionate about building the future of live sports.

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020 – 2022

- Sports Management Club (Co-President), Arts, Media & Entertainment Club (Member), Tech Club (Member), Leadership Perspectives (Student Leader), MBA Admissions (Ambassador)
- GMAT: 780

UNIVERSITY OF VIRGINIA, MCINTIRE SCHOOL OF COMMERCE Charlottesville, VA
B.S. in Commerce with Distinction, Finance Concentration 2011 – 2015

- Selected to Beta Gamma Sigma (GPA: 3.96/4.00)

Experience

BUZZER New York, NY
Sports tech startup that connects fans to the best live moments in sports. Backed by Sapphire Ventures and Lerer Hippeau
Business Development & Partnerships – Content Acquisition 2020 - Present

- Led deal strategy, structuring, negotiation, and closing of Buzzer's first live sports content partnerships with leagues and media companies, including the NBA, NHL, PGA Tour, WNBA, and Disney Streaming Services
    - Buzzer to Reach New Audiences with Short-Form Live Agreements with the PGA TOUR and for NHL games
    - Buzzer Expands Live Offerings with NBA League Pass
    - The WNBA Strikes A Deal To Become The First Women's Professional League On Buzzer
- Collaborated with product, engineering, design, marketing, operations, and finance teams on product integrations and implementation of key deal terms to ensure cross-functional alignment across the organization
- Liaised with in-house and outside counsel to assess and negotiate key legal terms
- Developed comprehensive content strategy through conducting market research, analyzing available rights and restrictions, and defining evaluation criteria to prioritize potential partnership opportunities
- Conducted financial analyses to evaluate content licensing deal structures and terms
- Built relationships with potential partners and crafted customized pitch decks, proposals, and term sheets

SPORTS MEDIA ADVISORS New Canaan, CT
Boutique advisory and consulting firm serving clients in the sports, media, and technology industries
Associate 2018 – 2020

- Built benchmarking and intrinsic valuation models for the Little League World Series' media rights; analyzed key contractual terms (with a focus on digital rights) to advise on negotiating strategy
- Conducted strategic and financial media rights analysis around conference realignment for two Division I schools
- Performed detailed research and analysis of the sports streaming landscape for a global media conglomerate; identified best practices across revenue models, content strategy and acquisition, marketing, and user experience
- Analyzed market opportunity and developed a go-to-market strategy to accelerate adoption for Pixellot (an AI-automated video solutions company) through comprehensive research, analysis, and executive interviews
- Drove research and analysis for engagements with the NFL, Electronic Arts, Learfield, and other confidential clients
- Facilitated business development efforts including creating pitch materials, project scopes, and proposals

THE BLACKSTONE GROUP New York, NY
Investment Analyst 2015 – 2018

- Worked as the sole analyst on a two-person deal team to structure, negotiate, and close agreements to invest nearly $2 billion across structured credit, non-performing loans, trade receivables, and private and public equity opportunities
- Performed strategic, financial, and legal analyses to evaluate the risk/reward profile of potential investments
- Met with co-investors and collaborated with legal, operations, business development, and finance teams and partners

Additional

- **Interests:** Behavioral psychology, leadership, fantasy football, UVA basketball, scuba diving (PADI certified)
- **Service:** McIntire Alumni Trustee, East Harlem Tutorial Program Emerging Leaders Council, Eagle Academy Mentor, Blackstone Diverse Leaders Program Mentor

VICKIE T. CHI

Stanford, CA | 414-699-2775 | vtc@stanford.edu

EDUCATION

Stanford Graduate School of Business Stanford, Sep 2020–Jun 2022
Master of Business Administration
- Healthcare Club Leadership, Biodesign Innovation Fellow, Arbuckle Leadership Fellow

Northwestern University Evanston, Aug 2012–Mar 2016
Bachelor of Arts, Psychology and Business Institutions (GPA: 3.7/4.0)

EXPERIENCE

Ginger | Product Management MBA Intern ($1B Mental Health Startup) San Francisco, Jun–Aug 2021
- Led program to analyze member retention; presented to the executive team and defined the enterprise metric
- Leveraged retention insights to launch product redesign initiatives for in-app notifications and self-care content

GRAIL | BD & Product Marketing Associate ($8B Biotech Cancer Detection Startup) Menlo Park, Mar–Jul 2020
- Co-led business development for new channels and signed on GRAIL's first five customers; brought in and managed partnership relationships with leading retailers, reinsurance companies, and digital health providers
- Led new product development to evaluate opportunities for early disease detection beyond cancer
- Defined telemedicine capability requirements and managed vendor selection

Deloitte Consulting LLP | Strategy & Analytics Consultant (Promoted Jan 2019) Chicago, Jan 2017–Feb 2020
- Awarded highest annual performance rating (top 10%)
- Selected by national leadership (1 of 30) to serve on National Analyst Council to represent 700+ analysts

<u>Significant Engagements</u>

Google Executive Digital Transformation Lab
- Co-founded an executive lab sponsored by Google Cloud CEO to help Google's clients uncover new revenue streams leveraging data and analytics, designing and delivering 15+ workshops across five industries
- Launched a global data science function for a Fortune 100 company, working alongside the CIO to define the department vision, prioritize 30 use cases for pilot, and kick off execution of the function

Financial Business Case for Fortune 100 Company
- Led 3 workstreams over 10 months to define the value proposition, financial business case, and operating model for a new value-based business, presenting the $50B+ revenue opportunity to the client CEO

Corporate Strategy
- Co-designed financial downturn planning strategy for a Fortune 200 company, developing financial models for 13 simulations of catastrophic events and presenting findings and mitigations to the client CFO
- Co-designed Deloitte's first global client segmentation framework, launching the program in 30 countries

$50B+ Telecom/Media Company Merger
- Designed product strategy and successfully launched a pilot with 250 users for a consumer insights platform, interfacing with 8 developers and 50+ clients to introduce the first post-merger product innovation

Swipesense | Product Development Intern ($30M Health-tech Startup) Chicago, Jul–Nov 2016
- Led new product development for a healthcare startup, pitching five new product ideas to CEO and investors and gaining approval to bring two of those products to market

ADDITIONAL

- **Deloitte | Diversity & Inclusion Lead** (2018–2020): Founded a diversity & inclusion program for 400+ consultants, introducing programs such as inclusion trainings, mental health panels, and women's circles
- **Heartland Health | Medical Respite Lead** (2017–2018): Defined medical respite program vision and financing options to reduce hospital readmissions for the homeless post-surgery through short-term housing
- **LEND | President of Microfinance Nonprofit** (2013–2016): Led 20 consultants to provide loans to business owners; Approved 14 loans totaling $60,000, created 19 jobs, and established partnerships with city councils
- **Personal Interests**: Running (completed four marathons to-date and ranked top 3% of women in the Boston Marathon); Traveling (explored 30+ countries and served as a cultural ambassador for Rotary in Taiwan)

Swathi Chidambaram, MD
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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA Candidate *2022*

- Stanford Women on Boards, Venture Capital Club, Healthcare club, Women in Management, Stanford GSB Impact Fund-Healthcare Deal Team, Fellow in Virtual Reality Skull Base Neurosurgery Lab, Clinical instructor at School of Medicine (Virtual Reality in Neuroanatomy Course)

GEORGETOWN UNIVERSITY SCHOOL OF MEDICINE Washington, DC
Doctor of Medicine, M.D. *2016*

- Health Justice Scholar, Stacy L. Rollins Jr. MD Award for outstanding academic performance from Dept. of Neurosurgery

SAINT LOUIS UNIVERSITY Saint Louis, MO
Honors Bachelor of Science*, Majors in Neuroscience, Philosophy* *2012*

- ***Summa Cum Laude***, Presidential Scholarship Finalist, Dean's List all 8 semesters, Dan Broida/Sigma Aldrich Academic Scholarship, Excellence in Service Award (2012)
- Omicron Delta Kappa Leadership, Alpha Sigma Nu, Alpha Epsilon Delta Premedical, Beta Beta Beta- Biology, Psi Chi Honors Societies

Professional Experience

GSR VENTURES Palo Alto, CA
Investor *August 2021-Present*

- Evaluate and source investment opportunities in digital health and health tech
- Develop sector reviews on key topics in digital health
- Participate in all team, partnership, and portfolio company board meetings

SURGICAL THEATER Palo Alto, CA
Clinical and Business Development Consultant *Summer 2021*

- Developed a business plan and go-to-market strategy for a newly FDA approved virtual reality based epilepsy treatment planning platform
- Identified key partnerships and technologies to integrate into their virtual and augmented reality product lines

WEILL CORNELL MEDICAL CENTER New York, NY
Neurosurgical Radiosurgery and Innovation Fellow *2019-2020*

- Spearheaded and conceptualized a venture to create an augmented reality platform for radiosurgery case planning collaborating with international team of engineers and neurosurgeons
- Launched clinical trial to study alopecia in patients undergoing radiosurgery for benign, intracranial lesions
- Collaborated with cross-functional research teams to build studies that investigate causes and impact of radiation necrosis after radiosurgery

Researcher, Department of Neurosurgery *2018-2019*

- Increased visibility and research output of the radiosurgery clinical program through eight, novel research publications in peer-reviewed journals including *Journal of Neurosurgery* and *World Neurosurgery* and several research presentations at institutional and departmental conferences
- Identified and demonstrated a potential role for Dynamic Contrast Enhanced (DCE) MRI in the preoperative characterization and stratification of meningiomas, laying foundation for future prospective studies in meningioma diagnosis and treatment planning
- Mentored summer interns and medical students aspiring to pursue neurosurgery and was awarded the Medical Student Teaching Award for excellence in teaching students basic surgical techniques

LOYOLA UNIVERSITY MEDICAL CENTER Maywood, IL
Neurosurgery Resident Physician *2016-2018*

- Evaluated, diagnosed, and directed course of treatment for 150+ new patient consults efficiently at a Level 1 trauma center, performed more than 190 major surgical and bedside neurosurgical procedures, and completed more than 60 overnight shifts as the sole in-house physician for the neurosurgery team at the hospital while working an average of more than 110 hours per week.
- Only resident to win Loyola University Health EQ Collaborative Grant valued at $22,500 for a project proposal entitled "Effectiveness and quality of communication between neurosurgeons and low English proficiency patients in neurosurgery clinics: A pilot study"
- *Rotations included*: Surgical ICU, Burns ICU, Anesthesia, Neuroradiology, Neurology, Endovascular, Otolaryngology, Neuropathology, Trauma, Vascular Surgery, Neurosurgery

A. LAKSHMIPATHI NEUROSURGICAL CENTER. / POST GRAD INST. OF NEUROLOGICAL SURGERY Chennai, India
International Research Project Lead *Summer 2013, Spring 2016*

- Designed and supervised a novel research study that analyzed the post-operative central nervous system (CNS) infection rate in neurosurgical patients in a resource-limited medical setting
- Identified strategy for areas of improvement in the air-filtration system in the ORs and in intra-operative and post-operative sterile techniques
- Reduced life-threatening, post-operative CNS infections by tenfold by implementing improvements to OR air filtration and key sterility techniques

SITEMAN CANCER CENTER Saint Louis, MO
Summer Research Program-Intern *Summer 2011*

- Assessed the quality of communication between oncologists and patients in clinic
- Analyzed gaps in concordance between health care providers and patients on detecting patients' symptoms in oncology clinic visits
- Lectured as the youngest presenter at the Society of Behavioral Medicine conference and published the findings as first-author on manuscript

Leadership and Community Service

American Assoc. of Neurological Surgeons - Georgetown Univ. Chapter of Neurosurgery Interest Group Washington, DC | 2013-2015

- Founder and President; Organized and led annual surgical dissection lab for medical students and residents at VISTA Labs

OneWorld Social Justice Magazine, Saint Louis University Saint Louis, MO | 2008-2012

- Editing Director; Managed team of 12 student writers and editors; wrote articles on social impact of after-school program for at-risk youth

Interests: Tennis, Golf, Traveling **Languages:** English, Tamil

LILLIAN CHILDRESS

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate Expected 2022

YALE SCHOOL OF THE ENVIRONMENT New Haven, CT
Master of Environmental Management 2020

- Awarded $17K in selective grants from Yale's Tsai Center to develop Grantas, a biodegradable cosmetics line
- Fellow at Yale Center for Business and Environment; selected campus speakers and moderated public panels

YALE COLLEGE New Haven, CT
Bachelor of Science, Environmental Engineering 2017

- Awarded Yale Seedling Award for self-designed research on biogas; built a biogas digester on Yale's campus
- President of Yale Buddhist Sangha (2014-2017); started meditation class series and Buddhist text study group

Experience

METABOLIC
Dutch sustainability consulting and venture-building company Remote
Summer Analyst 2020-2020

- Compiled and analyzed data on global material extraction for company's Global Metabolism Initiative report

YALE CENTER FOR INDUSTRIAL ECOLOGY New Haven, Connecticut
Graduate Research Assistant to Dr. Marian Chertow 2019-2020

- Designed strategy for Government of Rwanda to transition fashion industry to circular economy model
- Prepared technical review of chemical garment-to-garment recycling technologies for publication

Undergraduate Research Assistant to Dr. Marian Chertow 2014-2017

- Constructed database that categorizes waste flows between firms engaging in industrial symbiosis

HOMEBIOGAS Beit Yanai, Israel
20-person Israeli startup that produces and sells biogas systems
Business Development Lead 2018-2019

- Led partnerships with Red Cross and the United Nations departments; successfully pitched projects to UN for use of HomeBiogas systems and toilets, now used at a UNHRD base and UNOPS-funded school in Liberia
- Developed go-to-market plans for Kenya and Rwanda; led pilot study on HomeBiogas customers in Kenya
- Created system for company to tract impact data; developed course for HomeBiogas distributors on tracking and analyzing impact data; prepared due diligence and impact data for investors during funding round

Research and Development Manager 2017-2018

- Developed and brought to market the Bio-Toilet, a revolutionary toilet that creates renewable energy from toilet waste, which is now used in over 45 countries and represents 15% of the company's revenue stream
- Developed proprietary biogas-boosting bacterial culture for the biogas system and led its commercialization
- Managed 3 full-time research and development interns

Entrepreneurship

GRANTAS
Biodegradable cosmetics company New Haven, CT and Kingston, NY
Founder and CEO 2019-Present

- Developed, manufactured, and brought to market a line of biodegradable cosmetics. Launched July 2020.
- Recruited and managed team of four full-time interns (3 Yale MBA students) during Summer 2020

Additional

- Wrote chapters on impact investing and industrial ecology in *Sustainable Innovation and Impact* (2018) and *Sustainable Investing: Revolutions in Theory and Practice* (2016), both books published by Routledge
- Technical skills: Matlab, LCA (GaBi and openLCA), SolidWorks, Excel
- Languages: Mandarin Chinese (limited working proficiency), French (intermediate proficiency)

CASSIE COASH

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Stanford Africa Business Forum (2021 COO & Pitch Competition)

MIDDLEBURY COLLEGE Middlebury, VT
Bachelor of Arts in International and Global Studies - Economics 2015
- *Honors:* Summa Cum Laude; Highest Honors in International and Global Studies
- *Leadership and activities:* NCAA DIII Field Hockey (2014 team captain); Middlebury Mischords (a cappella)
- *Study abroad:* Universidad Torcuato di Tella in Buenos Aires, Argentina (February – June 2014)

Experience

CINCH MARKETS Naro Moru, Kenya
Mission-driven AgTech company that's bringing the economics of commercial farming to smallholders.
Summer Associate - Product Management and Business Development June - August 2021
- Led development of end-to-end digital contract signing capabilities - a key enabler of scale - and created first documentation and roadmap of the product
- Designed and conducted studies to scope feasibility of interactive voice response system for Cinch's customer base
- Managed and trained a team of three to streamline processes and establish ways of working
- Assessed partnership opportunities for expansion and new offerings and wrote grant proposals

AFRICAN LEADERSHIP GROUP Pamplemousses, Mauritius & Nairobi, Kenya
Reimagining education and lifelong learning to develop leaders for Africa and the world.
Director of Membership at The Room 2019-2020
- Co-created The Room – career accelerator to connect people to opportunities – with CEO and founding team, from concept to brand collateral to early member engagement and community formation
- Drove member growth strategy and recruitment of first 1,000+ global members
- Managed and organized all member data for recruitment, community engagement, and internal metrics

Chief of Staff to the CEO 2018-2019
- Led with CEO as his right-hand person to drive strategic initiatives and organizational management; manage relationship with the Board of Directors; meet with key stakeholders; drive fundraising efforts
- Managed a cross-functional team while serving as interim head of Marketing & Sales for 4 months to improve branding, communications, and admissions process
- Project-managed key African Leadership University (ALU) events and conferences, including the inaugural and now annual Business of Conservation Conference in Kigali, Rwanda and the B.O.L.D Summit in Mauritius
- Wrote grant proposals and applications (including Fast Company: #1 most innovative company in Africa in 2019)

MORGAN STANLEY New York, NY
Investment Banking Division Management Analyst 2017-2018
- Conducted analyses surrounding performance, strategy, and risk identification for global heads of the Investment Banking Division, COO of IBD, and IBD Chief Risk Officer
- Co-managed IBD model for the Federal Reserve's Comprehensive Capital Analysis and Review for stress testing and capital planning
- Project-managed early development of proprietary Board of Directors database with IBD Technology Team

Technology and Services Equity Capital Markets Analyst 2015-2017
- Supported execution of 13 equity IPOs and follow-ons for technology, services, and transportation companies, with over $4Bn in total proceeds raised
- Created materials for regular market updates, investor engagement opportunities, and equity financing strategies for client calls and meetings
- Managed proprietary IPO and follow-on database which was the foundation for team's data and analyses

Additional

- *Courses:* Digital Finance for All & Digitizing Agriculture by Digital Frontiers Institute (2020)
- *Languages:* English (native), Spanish (conversational), Swahili (beginner)

CHRISTOPHER COBHAM

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate May 2022

- Private Equity Club, Finance & Investment Club, GSB Impact Fund (FinTech Investor), Black Business Student Association (Alumni Relations), Corporations & Society Initiative (External Engagement Director)

THE UNIVERSITY OF TEXAS AT AUSTIN, MCCOMBS SCHOOL OF BUSINESS Austin, TX
Bachelor of Business Administration, Finance May 2016

- GPA: 3.92; Graduated Magna Cum Laude, 5 semesters University Honors
- Sigma Pi Fraternity (Sergeant at Arms, Chairman of Alumni Relations, Chairman of Scholarship Committee)

Experience

BLACKROCK New York, NY
MBA Summer Associate – Global Credit Opportunities (GCO) 2021

- Analyzed new and existing investments for BlackRock's opportunistic / special situations credit platform, with a flexible, industry-agnostic mandate spanning both private and public markets
- Created battery sector primer, including technological overview, value chain mapping, and end-market deep-dive to develop the team's industry fluency and highlight key areas for potential investment opportunities; presented to GCO portfolio managers and investment professionals

Select deal experience:
SVP Worldwide

- $350 million leveraged loan for Platinum Equity's acquisition of SVP Worldwide from Ares Capital Corporation ($16 million long position taken by BlackRock funds at close)
- Developed diligence plan, led calls with management, third-party experts, and syndication agent
- Constructed multi-case, three-statement LBO model, including returns sensitivities for various structural scenarios
- Drove review and mark-up of draft credit agreement, outlining improved pricing and structural protections instrumental to final investment decision

J.P. MORGAN SECURITIES LLC New York, NY
Associate – Corporate Client Banking, Financial Institutions Group (FIG) 2020

- Led a team of three analysts producing ongoing COVID-19 risk analyses for FIG's depositories coverage vertical (~$100 million group revenue), including loan loss sensitivities for >100 publicly traded clients, client operational readiness assessment, and daily insights for Operating Committee
- Produced comprehensive insurance industry risk assessment (~$2.4 billion exposure)
- Analyzed markets and funding alternatives for 21 minority-owned depository institutions, resulting in initiative providing select institutions with $600 million of capital and deposits by 2025
- Trained 3 successive analyst classes from 2017-2019, including one analyst promoted early to associate

Analyst – Corporate Client Banking FIG / Leveraged Finance 2016 – 2020

- Performed financial modeling for potential M&A; developed FIG operating model template for depositories
- Constructed cash flow models for leveraged credit underwriting on transaction sizes up to ~$2.5 billion
- First analyst recommended for rotation with generalist Corporate Client Banking and Leveraged Finance team

Select deal experience:
Endo International plc 2019

- $1.5 billion high-yield bond offering, with a $1.5 billion waterfall tender offer and $1 billion revolver extension
- Constructed financing model, as well as presentations for lenders, ratings agencies, and bond investors

WellCare Health Plans 2018

- Financed WellCare's purchase of Meridian Health Plan with $2.5 billion bridge loan taken out by $750 million of high-yield bonds and a $1.2 billion follow-on equity offering, plus borrowings under an increased revolver
- Constructed financing model, analyzing repayment capacity within a five-year timeframe
- Created capital markets memo providing underwriting information to heads of Leveraged Finance and Credit Risk

Additional

- Passed CFA Level I (2018)
- Familiar with S&P Global Market Intelligence, Capital IQ, FactSet, Bloomberg
- Volunteered with J.P. Morgan's "GoodWorks" corporate philanthropy program; currently serving on advisory board of NADAP Inc., president of the Sigma Pi Alumni Club of New York
- Interests include distance running, travel, and reading (nonfiction, particularly history and current affairs)

MATTHEW J. COLFORD

mcolford1@gmail.com • 135 Rinconada Ave, Palo Alto, CA • (650) 283-5270

EDUCATION

Stanford University, Stanford, CA

- *J.D., M.B.A. (Knight-Hennessy Scholar)* **2018-2021**
- *B.A., Political Science with Honors* **2010-2014**

PROFESSIONAL EXPERIENCE

Alphabet (Google), Mountain View, CA **June-August 2020**

MBA Intern, Corporate Strategy & Capital Allocation

- Initiated and delivered strategic projects as part of a special team established by the CFO to assess investments at the Alphabet and Google portfolio level
- Oversaw financial analyses of third-party developer unit economics and Play Store market research, TAM sizing, and valuation benchmarking. Work goes directly to CFO, CEO, and key business leaders

Altamont Capital Partners, Palo Alto, CA **June-August 2019**

Summer Associate

- Oversaw diligence and investment review processes for incoming deals, including market research, preliminary valuation, deal structuring, and LBO modeling
- Developed and implemented a new portfolio technology strategy across the healthcare, financial services, and industrial sectors to evaluate new add-on opportunities and drive significant EBITDA enhancement
- Created and executed multiple partnership opportunities for ACP portfolio companies in the insurance and consumer retail industries

Applied Intuition, Sunnyvale, CA **April 2018-June 2019**

General Manager

- Led various strategic initiatives for Andreessen Horowitz-funded company building simulation software for autonomous vehicle providers
- Managed existing and new customer relationships, hiring, partnerships, public policy, business development, and investor relations

Andreessen Horowitz, Menlo Park, CA **January 2016-April 2018**

Partner, Policy & Regulatory Affairs

- Advised portfolio company CEO's and founders on regulatory strategy and international expansion; including Lime, Airbnb, Coinbase, Lyft, Freenome, Zipline, Rigetti, Tanium, OpenGov, and Shield.ai
- Supported Andreessen Horowitz General Partners in various investment decisions across different industry verticals, ranging from biotech to enterprise software; participated in all deal pitches and investment committee meetings

United States Mission to the United Nations, Washington, D.C. **September 2014-July 2015**

Special Assistant & Policy Advisor to the U.S. Permanent Representative

- Served as Ambassador Samantha Power's representative to the White House National Security Council Staff on issues of Western Hemisphere affairs, atrocity prevention, and human rights
- Managed USUN's relationship with the U.S. government interagency in highly complex policy debates, including U.S.-Cuba normalization, the Ebola crisis, and counter-ISIL strategy

MISCELLANEOUS

Awards & Honors: Stanford Award of Excellence; John Gardner Fellowship; Author, *Warriors & Citizens* (Hoover Institution Press); Gardner Fellowship Board of Directors; Haas Center National Advisory Board
Languages: French (native equivalency), Spanish (highly proficient), Arabic (beginner)
Interests and Hobbies: Competitive Triathlon; American History; Exploring the Pacific Northwest

JORDAN CONGER

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Education

STANFORD UNIVERSITY Stanford, CA

MBA and MS in Environment and Resources Candidate 2022

- **Knight-Hennessy Scholar –** Prestigious scholarship covering full cost of attendance awarded to 70 Stanford graduate students out of more than 5,000 applicants
- Editor of Stanford International Policy Review, VP of GSB Energy Club

OREGON STATE UNIVERSITY Corvallis, OR

Bachelor of Science in Mathematical Economics 2017

- Academic Achievement in Economics (1 of 3 recipients at OSU)
- Worked full-time pursuing a career in politics throughout undergraduate studies

Work Experience

RUBICON GLOBAL ($1B Pre-IPO SaaS Business, ~500 employees)

Waste & recycling solutions for governments and businesses New York, NY

MBA Strategy Intern June 2020 – Sep 2020

- Collaborated with customer success, finance, and technology teams on scale up of new SaaS product – RUBICONSmartCity
- Built financial and operating models for deployment of new product that were used to secure contracts with two new cities, both of which are larger than any of the existing 50+ clients
- Presented new growth strategy and market analysis to executives including the Chief Strategy Officer, elements of which have already been implemented

STATE REPRESENTATIVE MIKE MCLANE Salem, OR

Former minority leader and current circuit court judge Jan 2019 – July 2019

Chief of Staff

- Wrote and spearheaded communication plan placing stories in major Oregon news outlets, generating thousands of earned media impressions
- Guided candidate through judicial appointment process and developed successful legislative agenda including streamlining professional licensure for thousands of military spouses

KNUTE BUEHLER FOR GOVERNOR Portland, OR

Two-term state representative and Rhodes Scholar made competitive bid for governor Aug 2017 – Jan 2019

Co-Campaign Manager

- Youngest of the 7 members on the senior leadership team and one of only two staff who participated in strategic and budget decision-making
- Broke the fundraising record in Oregon, raising nearly $20 million
- Oversaw an organization of 100-150 employees
- Led preparation for three televised debates and editorial board interviews, resulting in endorsements from the state's largest newspaper
- Served as transition director and prepared plan to select a cabinet and run a government operation with a $75 billion budget

Chief of Staff, Legislative Office Dec 2014 – Jan 2019

- Wrote and passed legislation to allow women to purchase birth control without a doctor's prescription – making Oregon the first state in the country to remove this barrier (featured in *New York Times article and editorial)*
- Successfully negotiated amendments to Oregon's Renewable Portfolio Standard including provisions to stimulate millions of dollars in new construction of rural renewable projects
- Championed reforms to Medicaid system and participated in negotiations for $500 million health care package

ADDITIONAL FULL-TIME POLITICAL LEADERSHIP ROLES Oct 2009 – Dec 2014

- See LinkedIn for an additional 5 years of experience including senior positions on governor and U.S. Senate races, in the state legislature, and on legislative races in OR and WA

Interests

- Reading sci-fi/fantasy and non-fiction, writing about politics and energy, Peloton workouts, health care reform

Benjamin Joseph Conrad

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EDUCATION

Stanford University Graduate School of Business **Stanford, CA**
Master of Business Administration, Candidate *Expected Graduation, June 2022*

University of Notre Dame, Mendoza College of Business **Notre Dame, IN**
Bachelor of Business Administration, Finance *August 2012 – May 2016*

- GPA: 3.77 / 4.00, *Magna Cum Laude* (top 15% of class), *Global Portfolio Management* (1 of top ~15 Finance majors selected in class)

PROFESSIONAL EXPERIENCE

Cressey & Company **Chicago, IL**
Private Equity Associate *August 2018 – July 2020*

- Part of 22-member team that invests in middle market healthcare services & technology businesses (investing out of $1.1B Fund VI)

Deal Origination, Evaluation, and Execution

- Led research and investment sourcing initiatives in Urgent Care, Substance Abuse, Specialty Products & Distribution, Anatomic Pathology Labs, and Healthcare Technology sectors; corresponded with over 100 businesses and executives
- Conducted financial and business due diligence for platform acquisition opportunities; manage cross-functional teams of attorneys, investment bankers, accountants, lenders, and consultants during deal diligence processes (totaling 20+ individuals)

Portfolio Management

- Collaborated with executive team at StatLab, a manufacturer and distributor of diagnostic supplies to anatomic pathology labs, on operational and growth initiatives, including the assessment of 5+ add-on acquisition opportunities
- Executed add-on acquisition of BBC Biochemical in April 2020; conducted primary due diligence of the add-on opportunity, led financing negotiations and developed 100-day plan that resulted in the on-time and successful integration amidst the COVID crisis

Firm Operations

- Initiated and organized the Cressey-Notre Dame internship program; developed the program with ND's Finance Recruiting Head, solicited support from Cressey Partners, crafted the internship work plan and actively mentor 2 consecutive years of interns
- Created framework for evaluating 40 different physician-practice management sub-sectors based on six distinct scorecard categories; utilized by the Cressey investment team while assessing industries of focus at each biannual sector-selection offsite
- Individually developed proprietary company outreach modules to optimize Cressey CRM which supports 2,000+ annual outreach actions
- Supported Principal of Talent in sourcing executives for our portfolio; have assisted in sourcing leads on 10+ potential C-Suite executives

Credit Suisse **Chicago, IL**
Investment Banking Analyst *Summer 2015, July 2016 – June 2018*

- Contributed to all phases of the deal solicitation and execution process for business and industrial services clients; two closed sell-side transactions including the Delaware Chancery Court-ordered sale of TransPerfect back to its co-founder for $770 million
- Analyst Head of Notre Dame recruiting; worked with HR and Group Director to develop candidate list, out of which five total interns were hired; mentored and coached Notre Dame interns through internship (all received and accepted full-time offers)
- Designed a 6-month work plan and mentored an underserved high school senior from Urban Alliance's youth development organization; introduced her to the finance industry and provided professional skills training and ongoing college & career coaching

COMMUNITY LEADERSHIP AND OPERATIONAL EXPERIENCE

Leukemia Research Foundation **Chicago, IL**
Founding Affiliate Board Member - Treasurer *January 2018 – June 2020*

- Member of the team that founded the Affiliate Board of the Leukemia Research Foundation, an organization dedicated to funding research aimed at discovering blood cancer's causes and cures in addition to providing financial assistance to those undergoing treatment
- Develop and manage a multi-module budgeting tool for our Board's Signature Event that raises $10,000+ annually for the organization's research-oriented contributions; lead membership development events and contribute to other fundraising initiatives

Schmates Home Rentals **Oxford, OH**
Operator and Investor *Ongoing*

- Actively engaged in operating family's home rental business comprised of 20+ houses, serving ~100 college students at Miami University
- Established documentation procedures for evaluating asset status; provides liability assurance and saves business ~$20,000 annually
- Built an equity return model for assessing new investments (~3 new investments / year); actively refine to reflect market dynamics

INTERESTS

- Restaurant & Cuisine Blogging, Burgundy Wines, *Seinfeld*, SCUBA Diving (Great Barrier Reef, St. John USVI), Formula One Racing

JORGE CORDERO

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Education

STANFORD UNIVERSITY — Stanford, CA

Master of Business Administration (Stanford Graduate School of Business) — 2018 – Present

- Focus on Data-Driven Decision-Making

Master of Science in Artificial Intelligence (Stanford School of Engineering)

- Focus on Machine Learning
- Project experience on DL for sentiment classification, ML for athlete valuation, and NLP for recipe generation
- Fellow of Claudio X. Gonzalez, and CONACyT

UNIVERSIDAD NACIONAL AUTONOMA DE MEXICO — Mexico City

Bachelor of Science in Mechatronics Engineering — 2012- 2017

- Top 2% of the Class, Graduated with Honors
- Focus on electromechanical systems (automotive, robotics and smart products/apparel)
- Head Manager of *Blue Team* (autonomous racing) and *Lunambotics* (autonomous robotics); member of *UNAM Motorsports* (Formula racing)
- Scholar of Telmex, Excellence- Becalos, CONACyT, and High Academic Performance Program

Experience

APTIV — Troy, MI

Global automotive company. Revenue of 14.4B USD — Summer 2019

Autonomous Vehicle Engineer, Localization Intern

- Generated Aptiv's (Localization Team) first-ever performance-quantifier process of their sensor fusion algorithms for AV products
- Developed user-friendly sensor-data visualization software for fast, concrete error analysis and testing of new autonomous features

INSTITUTO NACIONAL ELECTORAL — Mexico City

Institute responsible for organizing all electoral processes in Mexico — 02/2018 - 08/2018

Professional Analyst in Software Testing

- Supervised the workflow of two software engineers to develop a novel fiscalization system, delivered to political party costumers
- Achieved on election day: 2,600 simultaneous user accesses, 100% of incidents resolved within 24 hours of user report, 100% uptime

MAGNO PROTECT / STARWAY — Mexico City

Local Start-Ups focusing on security solutions — 2017 - 2018

Engineering Project Leader

- Supervised the complete product-development workflow of a team of 4 engineers
- In charge of customer acquisition and supplies negotiations
- Cofounded spinoff (Starway) to add telemetry, instrumentation and AI into Magno's products
- Successfully owned and delivered 2 consumer ballistic apparel projects and 2 military-grade aircraft projects, in 3/4 of requested time

BLUE TEAM — Mexico City

Team to develop autonomous scaled racing vehicles for the Autonomous Vehicle Competition Mexico — 2015 - 2017

Head Manager

- Two times national champion of the Autonomous Vehicle Competition Mexico (2016/17). Sensor stack: GPS, IMU, mono camera
- Level 3 autonomous circuit navigation at an average speed of 18 [km/h] and maximum lateral error of 1[m]
- Directly managed engineering processes (programming, electronics/sensors and manufacturing), and outreach events

LUNAMBOTICS — Mexico City

Team to develop autonomous planetary exploration robots for NASA CC — 2014 - 2015

Head Manager

- Led a 13-person team to win the 1st NASA Technology Achievement Award in Latin America with < 1/10 of competitors' mean budget
- Developed and delivered 2 fully functional planetary exploration robots to NASA CC. Sensor stack: LiDAR, IMU, stereoscopic cameras, wheel encoders
- Increased 10x external investments in the project
- Directly managed engineering processes (electronics/sensors and manufacturing), sponsor negotiations and outreach events

Additional

- Technical/Operations: Optimization, Manufacturing (CAD, Laser, et. al.), Decision Making
- Machine Learning/Artificial Intelligence & Programming: ML, DL, NLP, Python, R, C, MatLab
- International: Fluent in Spanish (native) and English (C2 European reference), developing German understanding (A2 European reference)
- Verbal: TEDx Talk speaker, 20+ conference speeches delivered, 10+ university lectures given

ALLISON COWIE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

DAVIDSON COLLEGE Davidson, NC
Bachelor of Arts in Hispanic Studies (High Honors); Minor in International Studies 2018

- Phi Beta Kappa; Magna Cum Laude (3.92/4.00); Chidsey Leadership Fellow; Sustainability Chair of Turner Eating House
- Hispanic Studies Department Award; Spring 2016 Semester at the Universidad Complutense de Madrid in Madrid, Spain

Experience

SALZBURG GLOBAL SEMINAR Washington, DC and Salzburg, Austria
Strategic convening non-profit that organizes programs on topics including corporate governance, education and sustainability
Development Associate; Davidson Impact Fellow 2018 – 2020

Program Management

- Directly supervised program team of 5 and managed multiple external partners as owner of 3-week residential program for 100+, solving problems in dynamic environment to provide exceptional program experience for all stakeholders
- Created global program alumni network, recruiting volunteers to execute 3 events in 6 months and writing regular newsletter with mean open rate 215% of organization average
- Partnered with the Office of the President, Program, Communications and Fundraising teams to steward multi-channel, multi-lingual fundraising campaigns; led project teams of 2-6 colleagues
- Built and owned Fundraising Dashboard to report gifts, pledges and donor pipeline to C-Suite and Board

Fundraising

- Grew annual giving program by 34% YOY, increasing funding for scholarships, facilities, R&D and administration
- Designed and executed 2 highest-yield campaigns in department history
  - Oct. 2019: raised 6 full scholarships, earning 53% of gifts from new or lapsed donors
  - Dec. 2019: increased open rates by 14% and click rates by 237% to raise 39% of total annual donations
- Expanded appeal A/B testing and list segmentation, improving data management and fundraising yield

ADA JENKINS CENTER Davidson, NC
Weekly clinic that provides high-quality medical services at no cost to uninsured patients in northern Mecklenburg County
Coordinator, Davidson College Student Interpreters; Spanish-English Medical Interpreter 2015 – 2018

- Recruited student interpreters and developed orientation that enhanced patient privacy and volunteer medical vocabulary
- Interpreted and advocated for patients to ensure they received the care they sought, had access to low-cost prescriptions and left with clear, actionable health plans
- Consulted with clinic leadership to organize volunteer schedule and triaged assignments to match real-time needs

HUMAN RIGHTS WATCH New York, NY
Advocacy non-profit that investigates and reports on human rights abuses happening around the world
Children's Rights Division Intern 2017

- Conducted outreach in Spanish with Bolivian, Peruvian governments to encourage adoption of the Safe Schools Declaration
- Researched threats on students, schools in Colombia, Venezuela, other countries for the *Education Under Attack* report

VERSAME, INC. Huntersville, NC and Menlo Park, CA
Seed-stage ed-tech startup focused on boosting children's language development through tracking verbal engagement
Intern 2015 – 2016

- Developed marketing strategy leading up to successful $100k crowdfunding campaign that raised 235% of goal
- Conducted focus groups, interviews and A/B tests on beta product, incorporating feedback to improve user experience
- Organized hiring platforms and conducted first-round interviews with technical candidates

Additional

Skills: CRM management (Raiser's Edge); Mailchimp
Languages: Spanish (professional fluency, certified level C1); French (basic)
Interests: Hiking and cycling; cultural exchange through food, art and travel; Spanish Golden Age art, literature, and politics

MATEO CREAMER

917-690-6504 • mcreamer@stanford.edu • linkedin.com/in/mateocreamer/

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Palo Alto, CA
MBA Candidate 2022

- Product Club Co-President; Stanford GSB Impact Fund (EdTech Portfolio Operations)
- Startup Garage Fall '21 batch (LatAm EdTech); Lean Launchpad Winter '21 batch (PeerTeach)
- Walmart Foundation / HSF Scholar

COLUMBIA UNIVERSITY New York, NY
Bachelor of Arts, Financial Economics 2016

Experience

DUOLINGO New York, NY
Product Manager Intern – Monetization Jun – Sept 2021

- Led UXR, feature brainstorms, and experimentation to build roadmap for newly-launched Family Plan
- Designed six A/B tests to improve Family Plan onboarding and invitation flow to improve plan retention

LUMOS Palo Alto, CA
Andreesen Horowitz-backed startup building an identity management platform for Shadow IT.
Product Manager (3rd hire) Jun – Dec 2020

- Led discovery, ideation, and early prototyping for Lumos AppStore product; hired PM, designer, and engineer
- Conducted B2C customer discovery (50+ interviews/market research/ad + landing page demand tests), ideation (user stories, sketches, storyboards) and prototype usability testing (5+ biweekly iterations)
- Interviewed 30+ IT leaders to define B2B problem statement, GTM strategy, and first pilot launches
- Scaled app catalog from 500 to 10k+ apps by scoping catalog sources, drafting PRDs, and defining work plans

RAPIDSOS New York, NY
Series B ($120M raised) emergency technology platform managing 150M+ emergencies per year.
Product Manager Mar – Jun 2020

- Deployed analytics platform to monitor 1.5x more usage and engagement metrics; integrated Looker and proprietary data platforms with engineering to assist CSMs with targeting + improving 911 agency utilization
- Implemented user engagement plan to interact with 911 first responders in-product, replacing existing engineering-intensive processes and reducing engagement campaign time from ideation to launch by 2-3x

Senior Associate, Global Expansion (non-EU lead) 2019 – 2020

- Founded international expansion team, secured C-suite multi-million-dollar commitment to invest in global expansion, hired 7 FTEs, and developed global GTM/deployment/legal playbook for new country expansion
- Directed first international launch in Mexico (50%+ live coverage), coordinating with tech and govt partners
- Collaborated with CTO to design and implement "Data SMS" automatic location sharing service with Google and telecom partners for developing countries, resulting in company's first 911 revenue stream ($1M to date)

Senior Associate, Strategic Partnerships & Business Development 2016, 2017 – 2019

- Managed Uber product expansion, incl. U.S. rollout (60%+ of rides) and Mexico and South Africa launches
- Collaborated with VP of Product to pilot revamped 911 agency product nationwide with Apple and Google
- Supported CEO on Series A, Series B, and venture debt rounds by leading all investor and financial materials

JEFFERIES New York, NY
Investment Banking Analyst, Jefferies Technology Group 2015, 2016 – 2017

- Advised tech companies on strategic rationale for M&A, debt and equity capital raising, and other alternatives

Additional

- **Volunteer**: Upkey - Mentor to college students; Columbia Alumni Recruiting; NY Edge Young Prof. Council
- **Language**: English (Fluent), Spanish (Fluent)
- **Technology**: Notion, Miro, Figma, Gainsight, Invision, Hubspot, Crystal Ball, R
- **Interests**: Soccer, long-distance running (half-marathon), snowboarding, trombone (10 years), sketching

Brian L. Cronin

briancronin11@gmail.com | (973) 303-1811

PROFESSIONAL EXPERIENCE

Bain Capital **Boston, MA**

Private Equity Associate – Healthcare & Industrials Verticals July 2017 – July 2020

- Conduct business diligence and financial analysis to evaluate potential investments in healthcare and industrials sectors
- Work with portfolio group to monitor business performance and analyze potential M&A, debt, or other strategic decisions
- *Modeling team member*: maintain and develop the group's shared deal templates and help lead model training for new hires

Representative Experience

- **Redcard / Zelis** *(announced 8/1/2019)***:** Investment in the merger of two firms focused on health claim management and payment
  - Built operating model for largest business segment to evaluate range of performance and regulatory scenarios
  - Performed primary research and designed survey to study insurer approach to managing and pricing provider claims
  - Led analysis of potential future valuation at investment exit by examining private and public market trading
- **US Renal Care** *(announced 2/13/2019)***:** Acquisition of third largest dialysis center operator in the US
  - Led clinic- and transaction-level data analysis to examine public and private payer exposures as well as profitability trending
  - Designed survey of health insurance operators to analyze network-building and pricing trends in the dialysis market
- **Healthcare Portfolio Company:** Support of healthcare service provider during COVID-19 crisis
  - Constructed facility level operating and cash model to monitor and project effects of COVID-19 crisis during state shutdowns
  - Analyzed business trends in lockdown and recovery periods to support management's operating and liquidity decisions

Goldman Sachs & Co. **New York, NY**

Investment Banking Analyst – Financial Institutions Group Summer 2014, July 2015 – June 2017

- Supported bank and specialty finance companies to evaluate M&A, debt and equity issuances, and other strategic decisions

Representative Experience

- **Signet Jewelers Credit Card Outsourcing:** created model to compare and evaluate long-term lending partnership proposals
- **Large US Bank's "Living Will" Analysis:** analyzed potential bank valuation and regulatory capital under stress scenarios

China Universal Asset Management **Shanghai, China**

International Business Intern Summer 2013

- Produced research presentations on U.S. asset management with comparison to Chinese market, with focus money market funds

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EDUCATION

Harvard College **Cambridge, MA**

May 2015

- *A.B. Magna Cum Laude*: GPA: 3.99/4.00 | SAT: 2390 | Major: Economics, Minor: Statistics, Chinese Citation
- *Recipient*: Phi Beta Kappa Junior 24, Detur Book Prize (for freshman academics), John Harvard Scholar (all three eligible years)
- *The Harvard Crimson*: Editorial Board Chair 2013-2014
  - Led 100-member editorial board for Harvard College's daily student newspaper as co-chair
  - Planned opinion section operations including redesign of staff editorial system and shift to online content
- *Tutor*: Harvard College Writing Center, Harvard Economics Department

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OTHER

- *Regis High School Class of 2011*: Class speaker, Debate team president
- *Interests*: Reading history, writing, running, sports analytics, chess, bar trivia, the *NY Times* crossword

R. TYLER CROWN

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020-2022
- Clubs: Private Equity and Venture Capital Club, Fintech Club

UNIVERSITY OF VIRGINIA, MCINTIRE SCHOOL OF COMMERCE (GPA: 3.71/4.00) Charlottesville, VA
Bachelor of Science in Finance and Business Analytics 2010-2014
- Echols Scholar, Dean's List, Intermediate Honors, Miniotas Scholar
- Elected College Council President/Treasurer (representing 10K+ students); cofounded schoolwide mentoring program

Experience

PAPAYA Los Angeles, CA
Chief of Staff – MBA Intern 2021
- Built user segmentation/customer acquisition strategy for 300K+ users with CEO for consumer and B2B payment products
- Analyzed Personal Financial Management competitors; established product roadmap rollout with product, analytics teams

SAPPHIRE VENTURES Palo Alto, CA
$6.7B AUM; Growth Equity fund focused on B2B Enterprise SaaS businesses
Senior Associate, Growth Investor 2020-2021
- Drove diligence efforts for investment opportunities across data tooling, fintech infrastructure, and data collaboration
- Built financial models that included NNARR, LTV/CAC, payback period, etc.; developed cap tables for transactions
- Led investment diligence including unit economic analysis for a $80M capital investment into ETL platform, Matillion

ASSURANT GROWTH INVESTING New York, NY
Associate (2018-2020), Senior Analyst (2017-2018) 2017-2020
- Direct-sourced 3K+ companies in the financial technology, real estate technology, auto, e-commerce, and mobile sectors across N. America and Europe through thematic market screens, attendance at conference/networking events and outreach
- Developed financial models, assessed KPIs, evaluated unit economics, coordinated due diligence efforts, wrote investment memos, and presented to our Investment Committee (IC) on 8 investment opportunities
- Managed relationships with Principals and Associates from other private equity/growth equity funds
- Supported portfolio company CEOs with financial reporting, solving operational issues, and developing growth strategies
- Drove internal reporting package for 19 portfolio companies and prepared quarterly LP updates

Select Transaction Experience
- AI-based real estate tech platform, Doma (States Title) *($123M growth equity investment; IPO >$3B)*
  - Developed fund's investment hypothesis, wrote investment memo, and presented to the Investment Committee
  - Analyzed relevant unit economics, conducted customer interviews, and completed market screen
- Digital auto e-commerce platform, Cazoo (*£230M growth equity investment; SPAC >$5B)*
  - Direct-sourced investment opportunity and cultivated relationship with CEO and CCO to get into round
  - Spoke with SMEs and conducted dealer call groups; wrote investment memo and presented to the IC
  - Evaluated vendors and potential services that could Cazoo could leverage across the UK market
- Tech-enabled vacation rental management platform, Vacasa *($108M growth equity investment; valuation >$1B)*
  - Performed unit economic analysis, assessed KPIs, and analyzed financial performance
  - Built waterfall analysis to understand returns by shareholder class; wrote follow-on investment memos
  - Drove partnership discussions and integrations between our LP, Assurant, and the Vacasa management team
- Commercial loan SaaS platform, PrecisionLender *(growth equity investment, acquired >$500M by Q2 Holdings*)
  - Created investment memo supporting follow-on investment comparing actual performance vs. projections
  - Collaborated with relevant stakeholders to review legal documents and close transaction; IRR of ~40%

DELOITTE New York, NY
M&A Associate (2016), M&A Analyst (2014-2016) 2014-2016
- Completed operational and commercial due diligence, pro forma financial analysis, synergy valuation, post-merger integration, and day 1 planning for several acquisitions for private equity, financial services and consumer products clients
- Sourced investment opportunities and tracked KPIs for Deloitte's corporate development and investing initiative

Select Transaction Experience
- Acquisition of target by Global Fortune 500 Financial Services Company; led commercial and operational due diligence

Additional

- Technical Skills: Financial Modeling, DCF, LBO, SQL | Training the Street: Financial Statement Analysis, Valuation
- Interests: UVA basketball, golf, soccer, traveling to island nations, vineyards, reading, hot sauce connoisseur

DAVID YAW AMOAH DADEY
777 Hamilton Ave, apt E201, Menlo Park, CA 94025; C: 404-512-6249; E: dadeyd@stanford.edu

SUMMARY

Neurosurgery resident with 5 years of molecular biology research experience and 5 years of clinical patient care and surgical experience. Acquiring skills in translational innovation, leadership and entrepreneurship.

EDUCATION

Stanford Graduate School of Business **Stanford, CA** (2020 – 2022)
MBA Candidate

Washington University in St. Louis School of Medicine **St. Louis, MO** (2010 – 2017)
M.D. (May 2017)
Ph.D., Molecular Cell Biology (December 2015)

Morehouse College, **Atlanta, GA** (2006 – 2010)
B.S. in Biology & Chemistry, minor in Mathematics (*Summa Cum Laude)*

EXPERIENCE

Stanford Health Care **Stanford, CA** (2017 – Present)
Neurosurgery Resident

Selected in 2017 from pool of >300 applicants to fill one of three residency positions in neurological surgery at Stanford Hospital

- Manage teams of 2-3 advanced practice providers to facilitate large scale organized patient care at Lucille-Packard Pediatric Hospital Neurosurgery and Santa Clara Valley Medical Center Neurosurgery services
- Received multiple commendations from patients and staff for professionalism, compassion and excellent clinical care
- Provide acute and critical care for pre- and post-operative neurosurgical patients, managing census of 20-40 patients daily
- Independently perform life-saving bedside procedures (external ventricular drains, lumbar drains, arterial lines, central venous lines)
- Perform 200-300 supervised surgical operations per year for treatment of brain, spine and peripheral nerve diseases
- Participated in interdisciplinary care conferences to optimize communication between nursing staff, physical/occupational/speech rehab services, and physician groups – resulting in improved patient care.
- Inducted into Alpha Omega Alpha Honor Medical Society for distinguished performance in resident duties

Washington University **St. Louis, MO (**2010 – 2017)
Graduate Research Assistant

Discovered novel molecular mechanism linking therapeutic radiation to protein expression in brain cancer cells, while demonstrating ~75% increase in anti-tumor efficacy of radiation after treatment with therapeutic antibodies

- Analyzed quantitative PCR data sets for characterization of mRNA expression in human and mouse models of brain cancers, leading to identification of new candidate genes/protein targets for therapeutic antibodies
- Designed multiple successful experiments demonstrating radiation-inducibility of GRP78, correlating induction with 30-100% increase in activation of the endoplasmic reticulum stress response
- Demonstrated that genetic silencing of GRP78 and upstream transcription factors results in enhanced radiation-kill of brain cancer cells by 50-200%
- Developed and screened therapeutic antibodies against GRP78 and multiple other radiation inducible drug targets
- Managed teams of 2-3 laboratory technicians to accomplish experimental goals, resulting in >10 scientific publications
- Earned 4 travel awards to give oral/poster research presentations at national and international scientific conferences

ADDITIONAL

Authored over 20 peer-reviewed scientific publications
Selected authored publications:

- PERK Regulates Glioblastoma Sensitivity to ER Stress While Promoting Radiation Resistance. *Molecular Cancer Research* (2018) PMID: 29991528
- GRP78 Enhances the Efficacy of Radiation Therapy in Human Glioblastoma and Non-Small Cell Lung Cancer Cell Lines and Tumor Models. *Clinical Cancer Research* (2017) PMID: 27815359
- The ATF6 pathway of the ER stress response contributes to enhanced viability in glioblastoma. *Oncotarget*. 2015 PMID: 26716508

Interests: piano performance, creative writing, international travel, classical-romantic music, computer electronics

GABRIELLA M. D'AGOSTO

E-mail: gdagosto@stanford.edu Cell: (571) 982-0335

EDUCATION

Stanford University, Graduate School of Business Stanford, CA
Master of Business Administration (MBA) Candidate Expected Completion: May 2022

University of Virginia (UVA), School of Engineering and Applied Science Charlottesville, VA
Bachelor of Science, Biomedical Engineering; Focus: Technology Entrepreneurship May 2014
GPA: **3.69/4.00**, Graduated with High Distinction
1 of approximately 30 graduates selected to the Raven Society, the oldest & most prestigious honorary society at UVA

EXPERIENCE

Lucid Lane, Inc. Los Altos, CA
A seed-stage startup focused on providing telehealth services to patients with mental health needs
Product Management Pre-MBA Intern June 2020-August 2020

- Designed and developed a mental health testing campaign to attract new users by offering free online mental health assessments. Consulted with mental health professionals to offer 7 assessments on www.lucidlane.com/testing.
- Implemented an open source marketing solution (Mautic) to automize engagement with users and collect user feedback.

Deloitte Consulting, LLP Washington, DC
Levels: Senior Consultant (2018-2020), Consultant (2016-2018), Business Technology Analyst (2014-2016) July 2014-May 2020
Rated top performer (the highest designation) since 2014

Deloitte Client Experience:

Account: **Facebook, Inc.** November 2019-May 2020

- Managed 2 data engineers as a product manager in the development of an organizational dashboard for Facebook leadership.
- Worked with stakeholders from 6 focus areas to identify key metrics for leadership to use the dashboard in decision-making.
- Led the organization and facilitation of a 3-day summit to gain consensus on the vision and objectives of the dashboard.

Account: **The Government of Puerto Rico (GPR)** February 2019-November 2019
Client: **Central Office of Recovery, Reconstruction, and Resiliency (COR^3)**

- Managed a team of 5 to execute on a stakeholder engagement strategy for the GPR to accelerate recovery from the 2017 devastation of Hurricanes Irma and Maria.
- Prepared quantitative analyses of stalemated issues that were continuing to hinder recovery 48+ months after the hurricanes.

Account: **Deloitte Consulting Innovation (Deloitte Catalyst)** November 2018-February 2019

- Selected for an internal role to roll-out a strategy positioning Deloitte as the connector between government clients and startups.
- Introduced Deloitte leadership to 20+ startups across advanced analytics, AI, and cyber as potential teaming partners.

Account: **The Department of Homeland Security (DHS)** May 2017-November 2018
Client: **Science and Technology Directorate (S&T) Technology Scouting Office**

- Led a team of 5 to deliver technology scouting services for prioritized Homeland Security capability needs.
- Analyzed technology trends to identify and evaluate solution options for DHS from an innovation ecosystem spanning academia, international partners, and the private sector.

Deloitte Firm Experience:

Initiative: **Expansion Strategy**: Emergency Management as an Offering April 2019-November 2019

- Launched the emergency management expansion strategy (projected value: $200 million in 5-years).
- Organized 20+ Deloitte leaders and 40+ practitioners to develop and execute on a single go-to-market strategy focused on 9 strategic initiatives across federal and state & local government practices.

Initiative: **Hypergrowth**: Chemical, Biological, Radiological, Nuclear & Explosives (CBRNE) April 2016-March 2019

- Drove the launch and execution of the CBRNE hypergrowth strategy (projected value: $90 million in 5-years).
- Managed a Deloitte investment of $800K and 20+ practitioners to win a contract at a new account for $10 million.
- Led 60+ practitioners and coordinated with 10 teaming partners to submit a $325 million proposal spanning 16 areas of work.

Initiative: **The Deloitte Hispanic Network** August 2014-May 2016

- Supported *Escala* by organizing a Financial Literacy Workshop for local business owners and consulting 1-on-1 with a Peruvian entrepreneur in a business plan competition to win 1st place and the $1,000 needed to launch the business.

ACTIVITIES & INTERESTS

Management Leadership for Tomorrow (MLT) Professional Development (PD) Fellow
Activities & Interests: Advanced in Spanish; Avid Crossfitter and Surfer; Former Emergency Medical Technician (EMT)

YING DAI

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Forbes "30 Under 30" (Retail, 2017). Honored by Tatler Asia's Gen.T as "Young Leader Shaping Asia's Future" (2019)

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, U.S.**

Master of Business Administration Candidate 2020–2022

- Co-president of Retail Club

TSINGHUA UNIVERSITY **Beijing, China**

Master of Arts in Journalism and Communication GPA:3.93 2010-2012

- **1st** student admitted to Tsinghua without exams and with a full-tuition scholarship

COMMUNICATION UNIVERSITY OF CHINA **Beijing, China**

Bachelor of Arts in Broadcasting and Television Directing and Editing GPA:3.60 2006-2010

- Selected as 1 of 5 Chinese students to attend the 2008 APEC Summit in Peru with Chinese former Chairman Hu Jintao

EXPERIENCE

BLUETALE HOLDINGS LIMITED **San Francisco, U.S**

CMO & Head of Global Expansion (Summer and Part-time while at GSB) 2021- present

Bluetale is a cross-border e-commerce company with $50MM+ investment that offers an exceptional customer experience based on real-time monitoring of fashion trends, omni-channel customer service, and efficient order fulfillment methods.

- Lead a team to amplify the reach and impact of the brand, while accelerating global eCommerce.
- Establish a global business development, sales, merchandising and marketing team based in the U.S.

SENREVE **San Francisco, U.S.**

Global Strategy & China Strategy (Part-time in summer) summer, 2021

GARDEN LIS FASHION **Guangzhou, China**

Founder and CEO 2017-2020

Garden Lis is **the largest community** for **1MM+ plus-size women** in China. Transformed previous B2B plus-size fashion business into an established DTC retail brand

- **Raised $1.5MM+** in venture capital from top-tier investors, including **Zhen Fund**, K2 Ventures, and Tisiwi Ventures
- Served 100,000+ customers nationwide; peak monthly and annual sales reached **$1.4MM+** and **$7MM+**, respectively
- Established **four** own-brand retail stores, developed **200+** retail partners, and generated sales through **seven** online stores
- Built a cross-functioning team of 50 employees and oversaw designing, manufacturing, DTC omnichannel and marketing
- Incubated and partnered with **1,000+** plus-size Key Opinion Leaders on various social media

BEAUTY OF FASHION **Guangzhou, China**

Founder and CEO (part-time entrepreneur while working at Minsheng Bank) 2014-2017

- One of the first plus-size fashion brand in China that generated **$21MM+** sales within three years
- Broadened distribution network to **1,000+** offline clothing stores
- Established and optimized a flexible supply chain with innovative design and fast reaction to market trends

CHINA MINSHENG BANK **Beijing, China**

Inter-bank Asset Investment Trader || Financial Institutions Department 2015-2017

- Led a team generating $385MM in profits that contributed to the department's No.1 rank amongst all Chinese banks in 2016

BANK OF BEIJING **Beijing, China**

Management & Planning || Financial Planning Department 2012-2015

- Coordinated the Client Relationship Management Project and redesigned client segmentation and management schemes

AWARDS

- Attended 2019 G20 Summit in Japan as entrepreneur representative from China
- Honored by Tatler Asia's Gen.T as "Young Leader Shaping Asia's Future" (2019)
- Moderated panel discussion at 2017 ASEAN-China Young Entrepreneur Forum in Cambodia, reaching 200+ audience

BLAIR DARRELL

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

NORTHWESTERN UNIVERSITY Evanston, IL
Bachelor of Arts in Economics/Minor in Business Institutions/Int. Marketing Certificate 2016
GPA: 3.6/4.0

- Authored case study in partnership with Kellogg professor, Tim Calkins, on "Taco Bell: The Breakfast Opportunity" (published to HBR); case study currently taught to MBA students

THE AMERICAN SCHOOL IN SWITZERLAND Lugano, CH
GPA: 3.9/4.0 2012

- J. Michael Horak Award for Excellence in Academics (2011) & M. Christ Fleming Award for Best All-Around Student (2012)

Experience

THE ESTEE LAUDER COMPANIES New York, NY
Snr Analyst Promoted to Mngr to Snr Mngr: Corporate Innovation & Category Strategy 2017-2020

- Established entrepreneurial internal category strategy team created to re-engineer how enterprise makes innovation decisions (started as 1 of 2, grew to team of 25); report directly to VP; earned two early promotions
- Developed monthly category strategy process to support Brand leadership in driving share gains through innovation and commercial actions. 20+ topics covered, 3,000+ colleagues engaged and 1000+ actions created for +$600M in growth
    - Drove analysis, including cross-functional collaboration, data analysis across sources, dot connection to identify drivers of growth, and sizing of opportunities to prioritize and recommend actions to brands
    - Presented insights monthly to senior brand leadership and facilitated discussion on action implications
    - Spearheaded development of process in key regional locations (France, China, and UK in progress); traveled to Paris and LA to train and deploy teams
- Led relationship with more than 5 analytics vendors to reverse engineer future vision, including conceptualizing new data sources, creating more impactful visualizations, and democratizing insights through automation platforms
- Partnered with internal data science team to bridge modeling with business objectives; produced six tools leveraging 20 data sources to predict future revenue drivers in benefit, market, subcategory and consumer territories
- Managed team of five focused on identifying granular growth opportunities in emerging market and trend areas; coached them in delivering impactful and succinct strategy presentations of actionable insights to brand teams
- Led 300-page 3-year R&D strategy book creation including cross-functional coordination, storytelling, and design

ATHLETIGEN: DNA-BASED PERFORMANCE START-UP Halifax, CA
Remote Consultant 2019-2020

- Collaborated directly with Founder, Jeremy Koenig, and leading Nutrition Coach to devise strategic step-by-step plan for campaign with Precision Nutrition as trusted partner for DNA insights
    - Drafted emails, survey content, Facebook live script, and coaching segmentation for successful roll-out; identified team of pilot coaches for roll-out materials
    - In partnership with head nutrition coach, created client personas to illustrate best use of Athletigen services

NIELSEN Parsippany, NJ
Professional Services Analyst: Pharmaceutical Forecasting & Innovation 2016-2017

- Analyzed consumer and physician data sets to size demand for pharmaceuticals and modeled prescription volume based on physician and patient interest, marketing activity, competitive dynamics, and managed care/access hurdles.
- Expanded responsibilities to include validating past company forecasting efforts, investigating new client facing tools for market success, and coordinating absorption of decommissioned services post-restructuring

Additional

- ELC Executive Leadership Reverse Mentorship Program & ELC Women's Leadership Network
- Northwestern Kappa Alpha Theta Sorority & International Student Association
- Certified in Design Thinking Innovation Approach
- Proficient in German and Spanish
- Raised a global citizen (8 years living in Europe); led to a love for travel and cultures

LAURA D'ASARO

ledasaro@gmail.com
www.eatchirps.com
2063994896

Six years ago, I co-founded Chirps, one of the country's first edible insect companies. In 2014, Chirps launched the first ever cricket chip, and has since expanded products to cricket protein powder and cricket cookies at over 1500 stores across the country.

Skills

LANGUAGES
Swahili- Intermediate
Spanish- Proficient
English- Native

BUSINESS
Financial Modeling
Quickbooks
Public Speaking
E-Commerce

Awards

Shark Tank Pitch Winner — Jan. 2017
Appeared on CNBC's Shark Tank, secured $100K in funding from Mark Cuban

Forbes 30 Under 30 Recipient — June 2016
Selected for Forbes 30 Under 30 in Social Entrepreneurship category

Echoing Green Climate Fellow — May 2015
Awarded $90K 2-year fellowship to pursue the idea of bringing edible insects mainstream

Sustainia 100 Awardee — June 2016
Awarded to top 100 sustainable solutions from around the world each year

MassChallenge Gold Winner — Oct. 2015
Won top prize at Boston-based incubator MassChallenge

Cupid's Cup Winner — May 2016
Won 2nd place and $25K at Under Armour's annual pitch competition with CEO Kevin Plank

Harvard Dean's Challenge — Nov. 2014
Awarded Grand Prize in Harvard's annual entrepreneurship competition, the only undergraduate students ever to receive this award

Education

Harvard College | B.A. in African Studies — 2009 to 2013
3.9 GPA | Cum laude

Employment

Chirps
Cricket-based food company — Dec. 2018 to Current
Co-Founder/ CEO
• Responsibilities: Managed a team of six employees, built financial models and projections, led quarterly meetings and prepared reports for investors, built and oversaw all operations and sales goals
• Impact: Raised $250K follow-up round, Increased online sales 73% (with repurchase rate of 20%), increased store count 50% to over 1,500 stores including Barnes and Noble and Spencer's, signed book deal with Penguin Random House, launched new product line with 2 SKUs ($100K+ in sales)

Chirps
Cricket-based food company — Dec. 2013 to Dec. 2018
Co-Founder/ COO
• Responsibilities: Head of sales (managed food brokers and all sales accounts), oversaw company operations, including product production, built and managed inventory system, sourced ingredients and managed supplier relationships
• Impact: Built a multimillion dollar food brand, raised $1M+ in funding (80% of our followup rounds are all from previous investors), launched two successful Kickstarters totaling > $100K, launched 4 product lines & 12 SKUs, managed relationship with Kroger to launch Chirps in 500 locations (first insect product in a major supermarket)
• Featured in: Cover of National Geographic Brazil, NYTimes, LA Times, Forbes, Washington Post, Boston Globe; Slate; ABC; Yahoo; Insecure; Stuff You Should Know; etc. (all self-sourced; never worked with PR firm)

Sseko Designs
Social enterprise shoe company — June 2013 to Sept. 2013
Intern
• Built brand ambassador program for 10 USA colleges, designed and built trade show booth, assisted in relaunching website on Magento platform

Volunteering

Wema Children's Centre · President and Co-founder — Oct. 2010 to Current
• Co-founded a U.S. nonprofit to support an orphanage and school for 510 children in Bungoma, Kenya
• Raised over $500k; monitored the construction of a secondary school, deepwater well, computer center, dormitory, medical office, 3,500-book library, and oversee a scholarship program

Matthew's Beach Playground — June 2006 to Aug. 2007
• Raised $13,500 by selling lemonade and cookies to rebuild the playground at Matthews Beach, a Seattle City Park. Organized community meetings, and recruited other neighborhood kids to join, and awarded Honorary Member of Seattle Park's Department
• Featured on Biz Kid$, a PBS television show by the producers of Bill Nye the Science Guy

Activities

Children's Book Series · Author — May 2019 to Current
Co-authored book with Penguin Random House for a middle grade series called "Pitch!" about the story of Chirps, entrepreneurship and eating insects for 9-12 year-olds. Release date Spring 2021

Guest Lecturer · Claremont McKenna and Berkeley Colleges — Jan. 2017 to Current
Guest lecturer at Claremont McKenna for their entrepreneurship program and Berkeley's Alternative Meats class, to assist students on pitching and building out realistic financial models for their products

World Records

World's Largest Nachos — May 2017
Organized the world's largest nachos in San Francisco with over 5000 lbs of cricket nachos to raise awareness about insects for Earth Day. Featured on Nas Daily with over 1 million views

World's Largest Cardboard Box Fort — May 2012
Organized Harvard to build the the largest cardboard box fort, to raise awareness about recycling, ultimately inspiring five other colleges around the country to build their own

Fastest Time to Crawl 1 Mile — May 2008
Crawled 1 mile around and outside track, raising $5000 for the American Cancer Society

LEIA DE GUZMAN

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, USA
Master of Business Administration Candidate 2020 - 2022

- Coursework is focused on the decarbonization and digitization of commercial real estate
- President of Real Estate Club; Member of Future of Cities, VC, Energy, Business & Environment Clubs
- Project Manager, Stanford Energy Projects partnership with Mee Panyar – a start-up focused on bringing community-based solar-powered mini-grids to rural villages in Myanmar

QUEEN'S UNIVERSITY Kingston, Canada
Bachelor of Science (Environmental Science) and Bachelor of Commerce Dual Degree 2009 - 2013

- Awarded full tuition academic scholarship and Gold Medal (highest student ranking / valedictorian)
- Business Manager, Team Ontario, U.S. Department of Energy Solar Decathlon – oversaw development of a 1,000 SF, solar-powered, net-zero housing project for the U.S. Department of Energy

Experience

G2 VENTURE PARTNERS Portola Valley, USA
Investor June - Aug 2021

- *G2 is a climate tech growth fund that spun out of Kleiner Perkins' Green Growth Fund in 2017 and is currently investing out of Fund II ($500M)*
- Conducted due diligence and financial analysis for a successful investment in the Series B round of a company focused on satellite-enabled vegetation management software for utilities
- Spearheaded deep dive research and sourced deals within proptech (modular construction and sustainable building materials) and insurtech (climate risk)
- Other deals assessed spanned micro-mobility, logistics, agriculture, materials science, and mining process digitization

OXFORD PROPERTIES GROUP / OMERS London, UK
Director, Investments Europe & Asia Pacific 2019 – 2020

- *Oxford Properties is the real estate PE investment arm of OMERS, a C$100Bn equity Canadian pension fund*
- Executed C$8.0Bn of transactions across the UK, France, Germany, and Canada over time at Oxford since joining the Toronto HQ investment team in 2013 to most recent role as one of two directors overseeing all transactions in Europe
- Led all facets of acquisition process (sourcing, underwriting, due diligence, legal negotiation and IC process)
- Formulated capital deployment strategy across Europe & Asia, including research on new markets and asset classes
- Attended board meetings of various owned companies, proposing key operational recommendations regarding leasing, financing / fundraising, tax / structuring, development and preparations for disposition
- Presented business case to enter new asset class alongside Infrastructure team, taking initiative to craft investment thesis and entry strategy; received approval from CEO and led pursuit of $2Bn pan-Asia company acquisition
- Managed team of 9 direct reports (2 associates, 7 analysts) including hiring, staffing, and performance reviews
- Named one of Bisnow's 'Top 49 Women Who Will Shape the Future of UK Real Estate'

Representative Transaction Experience (as deal lead)

- London Wall Place, UK (£700M): Completed office complex disposition to co-owner and co-developer Brookfield
- Residential Developments, UK (£430M): Spearheaded multiple follow-on development acquisitions for the Get Living Fund (backed by OMERS, Delancey, Qatari Diar, and APG), in line with investment thesis to fundraise £750M of LP capital and amalgamate scale ahead of an ultimate IPO exit of investment vehicle

Additional

- CFA Charterholder (2018); Royal Conservatory of Music Performer's Degree in Piano (2008)
- Co-Founder, The 50 / 50 Dinner (2018 - 2019): an event aimed at increasing awareness about the imbalanced gender split in the real estate industry, while raising funds for London homelessness; sponsored by the Mayor of London
- Volunteer, Habitat for Humanity Philippines (2016): built social housing in Quezon City
- Other interests include scuba diving (certified PADI diver), yoga, and hiking / trekking

William Austin Dean

(301) 775 - 2715 | WDEAN22@STANFORD.EDU | WWW.LINKEDIN.COM/IN/WILLIAM-AUSTIN-DEAN

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Master of Business Administration Candidate — 2022

HARVARD UNIVERSITY — Cambridge, MA
A.B. in Chemistry, magna cum laude — 2014

- Cumulative GPA: 3.81
- Harvard College Scholar; Weissman International Fellow; Harvard Community Service Fellow

WORK EXPERIENCE

CAMBRIAN INNOVATION — Boston & Watertown, MA

Cambrian is a growth-stage biotechnology firm offering sustainable solutions to water, wastewater and renewable energy challenges in the food, beverage, and agricultural industries, driving the circular economy.

Director of North American Sales — 2017 - 2020

- Led team of 5 to deliver bookings of over $26M, representing over 300% year-over-year growth including significant expansion into new market verticals and competitive wins against national and global providers
- Grew qualified prospect pipeline value by over 400% over 2 years
- Negotiated and closed groundbreaking 15-year, $15M wastewater-treatment-and-reuse-as-a-service project with Anchor Brewing Company (Sapporo); partnered with city of San Francisco for $500k grant
- Hired, trained, and managed dynamic 5-person business development team, including 3 territory managers, 1 internal business development representative, and 1 technical commercial operations manager
- Built and implemented comprehensive, rigorous, and accountable sales process to enhance pipeline predictability, shortening sales cycle and reducing cost of sale by 50%
- Created stage-gated proposal generation process to increase inter-departmental buy-in and accuracy of project proposals, improving cashflow modeling and boosting project margins by 100%

Strategic Marketing Coordinator — 2016 - 2017

- Served as key team member for modeling, negotiating, and closing a 20-year, $20M deal in an industry-first off-balance sheet wastewater-treatment-as-a-service agreement
- Created and delivered comprehensive annual strategic marketing plan, including quarterly tracking, to maintain and course-correct business strategy execution
- Directed cross-functional teams of up to 8 members in new market business plan generation and analysis, product development and fit, and product launch
- Owned 20+ prospect accounts through data gathering and analysis, relationship building, project and cash flow modeling, proposal generation, and negotiation
- Produced monthly pipeline and lead generation reports for Board of Directors, CEO, and VP of Sales
- Coordinated key portions of project delivery of a working installation at customer site in Michigan

Sales & Marketing Associate — 2015 - 2016

- Booked $1M capital equipment sale, representing company's first new-customer project in 2 years by creating novel public co-funding strategy to secure $250k in state grants
- Developed new model to predict customer needs, improve proposal accuracy, and generate business cases, cutting generation time by 25%
- Generated public relations efforts including 20+ local and national presentations and national media coverage in major print and online outlets (Boston Globe, SF Chronicle, Greentech Media, and others)

Business Development Intern — 2014

- Collected and analyzed data to identify variables correlating with increases in sewer rates; isolated present and future target areas for sales growth; synthesized results into reports with mapping functions

LEADERSHIP AND ACTIVITIES

New York PoNY | Club Ultimate National Champion 2018; Semifinalist 2019 (Team Captain) — 2018 - 2020

Boston Ironside | Club Ultimate National Champion 2016; Quarterfinalist 2017 — 2016 - 2017

Harvard Men's Ultimate Frisbee | Captain (June 2012 - May 2014); Coach (June 2015 - May 2017) — 2010 - 2017

- Developed and implemented team strategic playbook; led individual skill building & review process; compiled historical financial data to design a budget and reporting process; managed a $26,000 budget

Harvard First-Year Outdoor Program | Steering Committee; Trip Leader — 2011 - 2013

- Directed and designed leadership development, outdoor skills, and Wilderness First Aid training

Student Conservation Association | Crew Leader — 2013

- Led a crew of 10 low-income high school students in conservation work in DC's national parks

MARIO DEL CUETO

650 Jane Stanford Way, Stanford CA, 94305
(818) 669-9367 ♦ mariodc@stanford.edu

EDUCATION

Stanford Graduate School of Business, Palo Alto, CA June 2022
Master of Business Administration

The Wharton School, University of Pennsylvania, Philadelphia, PA May 2017
Bachelor of Science in Economics, Finance and Operations, Information, & Decisions (O.I.D.)
Relevant Metrics: GPA: **3.7/4.0;** GMAT: **750** ***Honors/Distinctions***: Magna Cum Laude, Dual concentration

PROFESSIONAL EXPERIENCE

CampGroup LLC, White Plains, NY January 2021-Present
Independent Consultant

- Conducted an independent study analyzing the key success factors of the oldest US conglomeration of summer camps
- Utilized both quantitative analysis and qualitative research methods to present a recommendation pack to leadership

Bain & Company, New York, NY August 2017-Present
Senior Associate Consultant

- Private Equity Group – 10-month rotation working for 6 private equity funds across 9 investment due diligences
  - Sized multiple end markets (e.g., US salty snacks) via market model construction and consumer survey analysis
  - Spearheaded research across diligences through ~50 industry participant interviews and related secondary research
- Recruitment – Pilot lead of revamped process focused on criteria-based evaluation and removal of unconscious bias
- Latinos at Bain – Overhauled employee onboarding process by establishing peer and leadership mentoring program

National Football League (NFL), New York, NY September 2019-March 2020
Strategic Extern – Club Business Development

- Forecasted postseason revenue from non-standard seats (e.g., standing room only) – uncovered $12M for 2019 budget
- Led assessment of League's professional ticket reseller policy – recommended change approved by team presidents and will lead to an incremental ~50K fan attendance in the most challenged markets and ~$5M in annual revenue
- Served as Fan Experience consultant for Cleveland Browns, detailing mobile ticketing and stadium egress improvements

Tom Sawyer Camps, Pasadena, CA May-August 2010-2017
Senior (2014-2017), Assistant (2012-2013), and Junior (2010-2011) Counselor

- Fostered youth development through nature-based group activities for children ranging from 3 to 5 year old

LEADERSHIP EXPERIENCE

Hispanic Business Student Association (Co-President), Palo Alto, CA February 2021-Present

- Appointed as co-president of ~90-person affinity group, with focus on community building and alumni relations

Arbuckle Leadership Fellow, Palo Alto, CA February 2021-Present

- Earned position in selective leadership program, providing executive coaching and group facilitation services

APEX for Youth, New York, NY March 2019-July 2020

- Led weekly basketball clinics for 30 predominantly immigrant elementary school students of varying athletic aptitude

Big Brothers Big Sisters, Philadelphia, PA September 2013-May 2017

- Mentored 2 Philadelphia youth, each for 2 years; served as a positive role model, trusted adult confidant, and friend

Varsity Sprint Football, Philadelphia, PA September 2013-November 2016

- Grew from a walk-on freshman backup to starting wide-receiver and placekicker for Penn's first undefeated team

ACTIVITIES/INTERESTS

Youth development, Bain basketball, Chess, Board games, Las Vegas Raiders, Phi Gamma Delta, SURVIVOR TV show

Ken DeLeon
ken@deleonrealty.com 650-380-1420
Palo Alto, CA
www.KenDeLeon.com

Founder of nationally ranked real estate firm with over $914 million in 2020 annual sales. Top 5 nationally ranked sales leader for over 9 years. Entrepreneur experienced in identifying large disruptive business opportunities with expertise in analytics and all areas of business development, including finance, operations, technology, and marketing.

EXPERIENCE

Deleon Realty, Inc.
Palo Alto, CA *Founder / President* 2011 - Present

- Development of unique business model and implementation of strategic plan to launch firm.
- Development of a motivational, goal oriented, accountability system & culture.
- Client consultation and representation in all facets of real estate purchasing, selling, and investing.
- Production of high-level comparative property analysis reports and valuations.
- Researching and gathering regional market data to provide sales analysis and forecasts.
- Project management: budgeting, planning and supervising extensive remodeling projects.
- Increased annual sales revenue over 70% since company inception.

Keller Williams Realty
Palo Alto, CA *Real Estate Broker Associate* 2005 - 2011

- Residential Real Estate Sales

Coldwell Banker
Palo Alto, CA *Real Estate Broker Associate*

- Residential Real Estate Sales 2002 - 2004

Wilson Sonsini Goodrich & Rosati
Palo Alto, CA *Attorney* 1998 - 2000

- Intellectual property attorney focused upon patent and trademark law

Education

- University of California, Berkeley; Berkeley, CA 1995 - 1998
  Boalt School of Law J.D.

- University of California, Santa Barbara, Mathematics and Economics 1991 - 1995
  B.A

Admissions & Qualifications

- Licensed California Real Estate Broker, License No. 01342140
- California State Bar No. 200730
- Member of The Silicon Valley, California, and National Association of Realtors

Interests

- Hiking, traveling, reading

JUAN GABRIEL DELGADO MONTES

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS | *MBA Candidate* | Stanford, CA Expected 2022
- Venture Capital Club, Fintech Club, Private Equity Club, Tech Club

YENCHING ACADEMY OF PEKING UNIVERSITY | *Master of China Studies* | Beijing, PRC 2019 – 2020
Fully-funded program for 100 outstanding leaders to build bridges between China and the world (2.7% acceptance)
- Thesis: Learning from the digital payments leader: lessons from China for Mexico and Emerging Markets

AMHERST COLLEGE | *BA summa cum laude, Economics and Political Science* | Amherst, MA 2012 – 2016
- Michael J. Crames Scholarship; Fields Fellowship for Economics; Densmore Berry Collins Prize for Best Thesis
- Student body President, Vice-President and Senator

Experience

RALLY CAP VENTURES | *Investor and Limited Partner* | San Francisco, CA and various emerging markets 2020 – present
- Generated and evaluated investments in seed and early-stage fintech companies in Latin America and Africa
  Selected Deal Experience:
  - Minka (Series A) - Financial services cloud that enables fintechs to build solutions in days
  - Cubo (Preseed) – Developing mPOS network across Central American and Andean LatAm SMEs
  - Belvo (Bridge) – Leading platform for open banking APIs in Latin America

MONITOR DELOITTE | *Strategy Consultant* | New York, NY and various 2016 – 2019
- Selected from +300 practitioners into accelerated Manager Development Program (post-MBA role) at 25-person social impact arm (Monitor Institute)
- Appointed Deputy Chief of Staff to Chief Inclusion Officer, overseeing inclusion for +40,000 US employees

Investment Diligence
- Estimated financial metrics and growth prospects of consumer and healthcare companies to determine optimal investment opportunities for +$10bn AUM US and Chinese venture capital / private equity funds
- Determined optimal growth strategy for portfolio ed-tech platform on track to account for 40% of operating revenue, strengthening conviction of $3M venture philanthropy investment

Product Management and Launch
- Launched 3 Deloitte blockchain apps for Fortune 100 clients across financial services, consumer goods and supply chain industries in the USA and Europe
- Created go-to-market strategy for apps including use cases and marketing collateral; apps presented at 2017 Consensus Blockchain Technology Summit

Go-to-Market Strategy and Growth
- Utilized public and proprietary data to identify +10 highest growth insurance markets accounting for estimated 20% future growth by performing market sizing and competitor evaluations across key US metropolitan areas
- Managed 2 resources to identify revenue opportunities and cost-savings to achieve $150M (~20% of revenue) in value for healthcare client facing 60% revenue decrease; recommendations presented to and adopted by board

Talent, Diversity, Equity and Inclusion
- Developed unconscious bias and diversity recruiting training delivered to all US Consulting campus recruiters and campus leads (100+); training curriculum adopted as best practice for diversity recruiting across all Deloitte firms

Social Impact
- Led a comprehensive dialogue with C-suite business leaders, overseeing +10,000 jobs in Los Angeles entertainment industry to create pathways for low-income Californians; impacts included grants and formal hiring commitments

UBUNTU CAPITAL | *Launch Strategy & Marketing Associate* | Kampala, Uganda 2015
- Launched online platform creating credit scores for informal entrepreneurs as employee number 8; grew platform by 4000+ members and 500+ transactions in launch month
- Devised start-up's unit economics analyses to drive profitable member growth; recommended SMS bundling and provider transition to realize ~56% reduction in variable costs

Additional

- **Languages**: Spanish (Native), French (Professional Working), Portuguese (Working), Mandarin Chinese (Elementary)
- **Software**: Microsoft Excel (Expert), Tableau (Advanced), Stata (Advanced), Python (Basic), R Studio (Basic)
- **Countries**: Lived or worked in 10 countries: Bolivia, China, Colombia, Ecuador, Honduras, Peru, Netherlands, Uganda, USA, UK
- **Credentials:** Future VC Fellow (promoting diversity in VC); Certified for Kauffman Fellows' 'VC Deals' methodology
- **Interests**: Obsessive 'chilihead' nearing his limit, daring advocate of alternative protein (entomophagy)

TESSA DENNING

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate & Knight-Hennessy Scholar 2022

- Knight-Hennessy is Stanford's flagship leadership development program for the top 1% of graduate students
- Stanford Social Impact Fund – Portfolio Operations Team

UNIVERSITY OF OXFORD (BALLIOL COLLEGE) Oxford, UK
Bachelor of Arts in Latin and Ancient Greek 2014

- Graduated with First Class Honors (~4.0 GPA)

Experience

ROBINHOOD Menlo Park, CA
Strategy & Benchmarking 2021

- Led cross-functional team of 6 (2 BizOps, 3 Product Ops & 1 Product Manager) to review Robinhood's existing cryptocurrency liquidity arrangement following recent growth in trading volumes
- Identified alternatives, analyzed revenue models, and compared product offerings across 5 crypto exchanges. Recommended whitespace opportunity for Robinhood and outlined key next steps to implementation

PARTNERS CAPITAL London, UK
Investment Principal 2016-2020

- Global outsourced investment office. General athlete working across multiple orgs including sales, business development, investing, operations, recruitment & people management. Assets and headcount doubled from $17B & c.115 people in 2016 to $35B & > 200 people in 2020. Awarded early promotions in 2017 and 2019
- Founded and led team of 5 to build firm's capabilities in ESG & Impact Investing. Selected by executive team as youngest member of Responsible Investment Committee
- Pitched and won > $600M in new client assets. Relationship manager for >$200M assets. Partnered with leading UK health charity to launch $50M impact investment portfolio. Represented client and Partners Capital as youngest speaker at *Women in Finance Summit 2019*
- Sourced & diligenced >$750M investments across quantitative, fundamental, and uncorrelated investment strategies, including best performing investment of 2020
- Identified inefficiencies in collection, analysis, and visualization of portfolio data. Led cross-functional team of 8 in largest data collection exercise ever undertaken. Designed user interface and automated analysis. Achieved time savings of c. 75%
- Recruited & hired 4 Investment Associates. Co-founded "Women on Work" initiative to promote gender inclusivity. Pitched executive team idea to fundraise for charity following COVID-19. Led global implementation, raising >$400K

J.P. MORGAN London, UK
Investment Banking Analyst – Equity Capital Markets 2014-2016

- Top ranked analyst in peer group; Campus ambassador to Oxford University
- Pitched and executed over 18 equity capital markets transactions, including IPOs, rights issues, placings and share buybacks. Responsibilities included modelling transactions, benchmarking trading comparables, recommending pricing ranges, gathering feedback from investors, and drafting shareholder communication

Additional

- STEM MBA: Eligible for 3 Year US Work Authorization under STEM OPT
- Proficient in MS Office, Google Workspace, Bloomberg, FactSet, R, SQL
- Awarded Chartered Financial Analyst (CFA) designation in 2018
- Volunteer and fundraiser for animal welfare and women focused charities
- Enjoy Formula 1, cycling and tennis (represented Oxford University)

Matan Derman

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A visionary leader of people, projects, and organizations. Cybersecurity enthusiastic, driven by challenges and creative solutions, while exploring new frontiers and partnerships. Following 15 years of experience in Unit 8200's core missions, looking to impact while facing an exciting new set of challenges.

Education

July 2021 - Present **STANFORD Graduate School of Business**

Sloan Fellow, Stanford MSx Program for Experienced Leaders

Mar 2019 - July 2019 **Israel Defense Forces (IDF), Command & Staff College**

Senior Officers Multi-Branch Course in Military Studies

Oct 2010 - Feb 2013 **TECHNION, Israel Institute of Technology**

Master of Engineering in Systems Engineering

Oct 2004 - July 2007 **HEBREW UNIVERSITY of Jerusalem**

Bachelor of Science in Physics and Mathematics.

IDF Excellence program, TALPIOT. The program educates outstanding researchers and technological leaders. Only 40 cadets are accepted annually from over 5000 applicants.

Experience

July 2019 – July 2021 **Israel Defense Forces (IDF), Unit 8200**

Lieutenant Colonel, *Commander of a cybersecurity Technological Department*

- Anticipated cybersecurity developments and threats
- Planned and executed development of strategic capabilities
- Led wide matrix projects while Collaborating with partner organizations and agencies
- Commanded four R&D sections and six project managers
- Oversaw more than 120 officers and soldiers
- Conducted organizational research about top-talents' motivational factors for service

Jan 2017 - July 2019 **IDF, Lieutenant Colonel, *Commander of a cybersecurity Technological Department***

- Established cybersecurity unit focused on future threats and opportunities
- Led strategic organizational change including vision, mission, values, and resources
- Launched and managed a nationwide cyber response program
- Initiated global partnerships for a Tri-Lateral cooperative framework
- Managed R&D projects and procurement with a yearly budget of ~$15M

Jan 2014 - Dec 2016 **IDF, Major, *Section Leader***

- Commanded 30 cyber experts
- Planned operations and long-term projects
- Directed cooperation with operational units and overseas partners
- Oversaw recruitment and training
- Directed the organization team leaders' advanced training

Matan Derman

Apr 2012 - Dec 2013 **IDF, Captain, *R&D Project Manager***

- Managed cybersecurity R&D and engineering teams
- Researched, analyzed, and managed risks considering emerged threatening cyber technologies
- Planned and executed innovative solutions
- Collaborated across the organization restoring unit's core cyber capabilities

Mar 2010 - Mar 2012 **IDF, Captain, *Team Leader***

- Researched emerging targets and technologies
- Developed real-time up-scale intel retrieving solutions

Nov 2007 - Mar 2010 **IDF, Lieutenant, *Cyber Security Researcher***

- Developed software applications addressing cybersecurity operational needs
- Performed deep and thorough technological researches

Additional information

Languages	Hebrew
	English
Computing	Operating Systems, Software Architecture
	Programming in Java, Python and C
Management	Waterfall, Agile-Scrum
Interests	Scuba diving (Dive Master certified)
	Skiing
	Hiking (including Israel's National Trail covering 350 km of desert)
	National swimming champion 1998-2002

Honors & Awards

2020 **Israel Defense Award**

Awarded by the President of Israel. The highest and most prestigious award granted for contribution to the defense and security of the State of Israel

2019 **Prime Minister's Medal**

Awarded by the Prime Minister of Israel, a team citation for an outstanding project

2016 **Certificate of Excellence (IDF)**

Awarded by the Head of Military Intelligence

2015 **Medal of Appreciation (NSA)**

Awarded by the Director of the United States National Security Agency

2014 **Innovation and creativity Award (IDF)**

Awarded by the Head of Military Intelligence, a team citation for an outstanding project

2010 **Most Valuable Intel Award (IDF)**

Awarded by Brigadier General Head of Unit 8200, a team citation for achievements

Matt Devine

matthewmdevine@gmail.com ▪ (513)502-7010 ▪ 170 E 112th St New York, NY United States

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration and Master of Public Policy Candidate & ROMBA Fellow 2022

UNIVERSITY OF NOTRE DAME Notre Dame, IN
BA Economics and International Peace Studies & Hesburgh-Yusko Merit Scholar 2011-2015

- Student Body Vice President, Student Government 2014-2015

Experience

NBCUNIVERSAL New York, NY & Stamford, CT
Media & Entertainment Production & Distribution Company (Annual Rev: $34B)
Television & Streaming Strategy & Business Development Associate May 2019-Aug 2020

- Assisted corporate strategy and development team to better position cable and broadcast businesses by evaluating potential M&A targets; leveraging portfolio assets for strategic deals with VOD platforms, for NHL, NFL, PGAT rights, and for other strategic benefit; and working with internal research teams to better anticipate industry trends.
- Developed BD executive newsletter with own independent analysis, company investment research, industry reporting on competitors' quarterly earnings, and predictive analysis of competitor financial health and trajectory.
- Spearheaded NBCUniversal's social impact initiative with Morning Joe EP Ann Edelberg to leverage purpose-driven advertising spend around live events like the COVID-19 Global Citizen One World Together at Home special
- Developed multi-year partnerships with outside companies such as Volition Beauty, Global Citizen, and others to elevate the monetary value of our existing portfolio assets and create new sources of revenue for cable/broadcast.

NBC News & MSNBC Assignment Editor 2018-May 2019

- Independently created and implemented cross-portfolio processes for integrating newly created news programs, NBC News Now and StayTuned, into NBC News' broader reporting structure.
- Functioned as NBC Newsgathering Breaking News Director: Obtained, verified, and organized testimony, social content, legal permissions, and correspondent teams for top breaking national news stories for all MSNBC shows, the Today Show, Nightly News including the Parkland school shooting, Hurricane Maria, Sri Lanka Easter attack.
- Assisted in development of production plans for NBC News' coverage of the 2018 Winter Olympic Games, Prince Harry and Meghan Markle's wedding, and 2018 US midterm elections in collaboration with NBC News Specials team.

Symphony Marketing Associate in NBCU Page Program Nov 2016-Jan 2018

- Developed company-wide marketing campaigns with hundreds of million dollars in cross-portfolio spending for key company tentpole priorities such as Illumination's Despicable Me 3's premiere and World of Dance series launch.

AMERICAN ENTERPRISE INSTITUTE Washington, DC
Public Policy Research Firm / Think Tank
Economic & Tech Policy Associate Aug 2015–Nov 2016

- Coordinated final research stages and publication of economic, financial services, and tech policy research from experts including ghostwriting NYTimes, WSJ, WaPo opinion pieces and research papers for experts such as former Chairman of the Council of Economic Advisors Kevin Hassett, former FDA Commissioner Dr. Scott Gottlieb, and others.
- Proposed and led journalism/policy docuseries venture, "The Face of Policy," designed to showcase pundit's policy research's impact on local communities and introduce viewers to digital options to interact with those areas.

Volunteer

SEEDS OF PEACE: International conflict transformation NGO operating in Middle East & SE Asia New York, NY
Global Leadership Board Alumni Chair July 2018-Present

- Leading implementation of 7,300+ global alumni network in Israel, Palestine, Egypt, Afghanistan, Pakistan, and others
- Represented alumni community during Seeds' 2020 decision to publicly oppose Israeli occupation of the West Bank.

BIG BROTHERS, BIG SISTERS: National youth mentoring non-profit New York, NY
Big Pride Co-Founder/Co-Chair July 2018-Present

- Directing LGBTQ+ mentor/mentee outreach, recruitment, and programming within broader BBBS. Drove internal BBBS policy changes including eliminating like-gender mentor matching, mandatory LGBTQ+ mentor training, etc.

Additional

- Proficient in Spanish, Arabic
- Enjoy volleyball (beach & indoor), carpentry/shop projects, skiing, and fiction writing
- Lived/worked internationally in the UK, Peru, & Spain

JULIAN DICKENSON, ASA, MAAA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- The Robert Toigo Foundation – MBA Affiliate
- Arbuckle Leadership Fellows Program – Fellow, MBA Admissions – Ambassador, Soccer Club – President
- Finance & Investing Club – Member, Tech Club – Member, Black Business Student Association – Member

UNIVERSITY OF PITTSBURGH Pittsburgh, PA
Bachelor of Science, Actuarial Mathematics 2015

- NCAA Division I Men's Soccer Team – Scholarship Student-Athlete (4-Years)
- Awarded 25+ honors including Senior of Distinction and All-ACC Academic Team Recognition

Experience

ASHLER CAPITAL (CITADEL) New York, NY
Market-neutral fundamental equity hedge fund within Citadel ($39B+ AUM)
Equities Summer Associate - Consumer Team 2021

- Executed proprietary, secondary research, quantitative/qualitative analysis, rationalized and persuaded investment committees to allocate capital to opportunities for ROI
- Achieved subject-matter expertise (SME) on salvage auto space. Defined size/$XMM market), growth (%CAGR), relative shares, growth and position of national competitors, modeled simulated return scenarios
- Resulting contrarian POV overcame prior objections of fund head, six portfolio managers

MERCER Pittsburgh, PA
#1 Ranked HR consulting firm in the world by Vault 15+ years in a row, 25K colleagues worldwide
Health and Benefits Associate 2018 – 2020

- Decreased client's projected health care cost by $352K (94% of projected claims annual increase) by tailoring plan design changes utilizing comprehensive benchmarking data
- Trained 100% of analysts on advanced Excel techniques to reduce errors and increase productivity, my methods have been utilized to increase reporting productivity by up to 65%
- Established and led first Racial & Ethnic Diversity group to create a more diverse and inclusive work environment for colleagues in the Pittsburgh office through informational sessions and discussions

INNOVU, LLC Pittsburgh, PA
Healthcare data analytics start-up
Senior Actuarial Analyst 2016 – 2018

- Recommended 100+ detailed product enhancements and coordinated resources to drive to completion; documented 55% and 175% more reports than second and third highest contributors respectively
- Recognized a gap in Innovu's offerings for additional educational opportunities and drafted original proposal that ultimately became an educational reimbursement company policy, valued at $350K annually in aggregate
- Authored 10 guides for company tools and processes which were used to onboard 100% of new analysts
- Designed a prototype that identified coordination of benefits issues with end-stage renal disease, which resulted in a client reimbursement of $50K (190% ROI) from healthcare vendor

WILLIS TOWERS WATSON Atlanta, GA
#2 Ranked HR consulting firm in the world by Vault, 45K colleagues worldwide
Health and Group Benefits Actuarial Analyst 2015 – 2016

- Calculated actuarial values for 25+ medical plans to support a Fortune 100 client's union negotiations

Additional

- Management Leadership for Tomorrow – MBA Professional Development and MBA Prep Accelerated Fellow
- Associate of the Society of Actuaries (ASA), Member of the American Academy of Actuaries (MAAA)
- International Association of Black Actuaries (IABA) – Mentor, Member, and Volunteer

HARRISON R. DIGIA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate *Expected June 2022*

UNIVERSITY OF VIRGINIA, MCINTIRE SCHOOL OF COMMERCE Charlottesville, VA
B.S. in Commerce with Distinction, Concentrations in Finance and Accounting, Minor in Economics *May 2015*
GPA: 3.96, **Commerce GPA:** 4.0 *Echols Scholar, Anderson & Company Scholar*

- **The Order of Claw & Dagger Honoree –** Honored for exemplifying tenets of honor, excellence and humility

WORK EXPERIENCE

GENERAL ATLANTIC ("GA") New York, NY
Senior Associate, Consumer Team *Aug. 2017 – July 2020*

- Identified, evaluated and executed high-growth consumer sector investments with a focus in beauty, restaurants and fitness
- Led business diligence, built operating and LBO models, managed financing and closing processes
- Provided portfolio company support for Morphe, European Wax Center ("EWC") and Torchy's Tacos. Attended board meetings, created financial and operational reporting templates, managed cap table and management equity plan, assisted company management with value-creation initiatives

Selected Investment Experience and Value Creation Projects

***Morphe (Aug. 2019; investment)* – buyout of the leading global "masstige" color cosmetics platform** (~$2B TEV)

- Analyzed revenue and profitability trends across ecommerce, owned retail (50+ stores) and wholesale channels
- Created retail store rent deferral strategy during COVID-19 and led negotiations with 10+ landlords for 50+ stores
- Led deal structuring and modeling workstreams for new celebrity and influencer partnerships
- Led diligence for multiple acquisition opportunities. Strategized with management on integration, distribution strategy and synergy potential

***EWC (Sept. 2018; investment)* – strategic investment in the franchisor of the leading out-of-home waxing concept**

- Assessed state of out-of-home waxing market, EWC franchisee satisfaction and performance of 700+ stores
- Identified opportunity and developed plan to bring franchisee support and sales functions in-house; Board adopted plan
- Developed business analytics tool to track franchisee KPIs and whitespace opportunity

***Torchy's Tacos (Aug. 2017; investment)* – minority investment in fast casual taco concept**

- Analyzed unit economic profile for 70+ stores, brand strength, whitespace opportunity and portability outside of TX
- Built cash flow model to assist Management with liquidity forecasting and covenant compliance
- Developed playbook of food delivery best practices to inform the then nascent off-premise strategy

GA Firm Building

- Hired Market Researcher: identified need and led hiring of market researcher to assist with consumer survey work
- GA Tennis: co-founder; two hours of GA-sponsored weekly court time aimed at fostering networking across the firm
- Associate Modeling: selected to revamp new hire model test, lead its administration and assess technical proficiency

J.P. MORGAN New York, NY
Analyst, Consumer & Retail Group *Summer 2014, June 2015 – July 2017*

- Performed financial modeling, valuation and pro-forma financial analyses for consumer and retail companies
- Staffed as an Associate in 2nd year; sole JPM attendee for cross-border M&A diligence sessions and equity roadshow
- Firm building: led C&R summer analyst recruiting, member of UVA recruiting team, summer analyst mentor
- Selected transaction experience: *JAB Holding Company – $13.9 billion acquisition of Keurig*

LEADERSHIP AND COMMUNITY WORK

MCINTIRE YOUNG ALUMNI COUNCIL Charlottesville, VA
Fundraising Committee, Co-Chair *Jan. 2016 – Present*

- Established young-alumni "Dean's Society" initiative to raise awareness of meaningful gift size; ~20% increase in gifts
- Mentor graduating students interested in private equity and host breakfasts for recent graduates and summer interns

UNIVERSITY OF VIRGINIA CLASS OF 2015 REUNION GIVING COMMITTEE *Aug. 2019 – Present*
VIRGINIA CLUB TENNIS *2011 – 2015*

- Financial Officer, Captained multiple tournament winning teams, Men's Singles and Doubles player

INTERESTS

- Tennis, UVA basketball, emerging consumer brands, trying new restaurants, snowboarding

Diana Ding

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate 2022
Activities: InSITE Fellow *(Bessemer Venture Partners)*, Search Fund Club *(Co-President)*, FOAM Committee, Women in Management, Private Equity Club, Tech Club

Columbia University, Columbia College **New York, NY**
B.A.: Financial Economics, Concentration in Psychology. Cum. GPA: 3.7/4.0; GMAT: 740 August 2011 – May 2015
Honors: Dean's List (3x), Navab Fellowship, Columbia Univ. Class of 2015 Senior Gift Committee Chair
Activities: Smart Woman Securities *(Chief Development Officer)*, Columbia Economics Review *(Senior Editor)*

EXPERIENCE

Apax Partners **New York, NY**
A leading global private equity with over $50bn of funds under management; currently investing a $9.5bn fund
Senior Associate – Digital Services (July 2019 – July 2020); Associate (July 2017 – July 2019) July 2017 – July 2020

- Lead financial and business due diligence work streams with cross-functional teams (40+ members) for potential investments, analyze company and industry trends, develop financial models, and present deal theses to Investment Committee

Select Transaction and Portfolio Experience

Trade Me Group: Evaluated and closed NZD $2.7bn take-private of the #1 online classifieds and marketplace platform in New Zealand *(Closed May 2019)*; Board Observer *(May 2019 – July 2020)*

- Constructed dynamic acquisition model used to determine transaction price accepted by Trade Me's Board of Directors
- Managed third-party management consultants by developing scope of work and market surveys to complete commercial diligence of the company's four verticals, local New Zealand industry trends, and transformational opportunities
- Coordinated debt financing and co-invest processes and led lender calls culminating in successful debt and equity co-invest syndications

KAR Global (NYSE: KAR): Evaluated and closed placement of $550 million in newly issued perpetual convertible preferred stock for publicly traded global end-to-end B2B platform connecting buyers and sellers of wholesale vehicles *(Closed May 2020)*

- Led commercial diligence sessions with management team and oversaw consultants to complete expedited market diligence on used wholesale car auction and vehicle remarketing space
- Conducted legal and financial diligence to evaluate scope of losses in floorplan financing business from existing loan book amid coronavirus-impacted operations

Boats Group: Apax portfolio company; operates recreational marine vehicle online marketplaces in North America and Europe; Board Observer *(July 2017 – July 2020)*

- Engaged in Board meetings, and support discussion with variety of deep financial and operational analyses
- Evaluate add-on acquisitions and lead all active diligence processes; one transaction closed in 2019
- Spearheaded financial analysis and drafted investor marketing materials for two follow-on dividend recapitalizations

Morgan Stanley **New York, NY**
Investment Banking Analyst – Global Power & Utilities June 2015 – June 2017

- Advised clients in the merchant power, regulated utility and cleantech spaces on financial and strategic opportunities
- Represented firm on panels and conducted informational interviews as member of Columbia University recruiting team

Select Transaction Experience

- Sell-side advisor to Ares EIF Group on sale of 322 MW Pio Pico Energy Center; buy-side advisor on $1bn merchant generation asset; buy-side advisor on $7bn U.S. regulated utility; $405M debt offering for Indianapolis Power and Light

ADDITIONAL

- **Synergist Network** *(Co-President of NY Chapter)* – Managed 17-person executive board of Synergist Network, a non-profit that connects and provides infrastructure and business acumen for network of 350+ junior women in investing
- **Interests**: Marathon Runner; Licensed Bartender; Crossword Puzzles; Interior Design

EDISON DING

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate *2022*

- Stanford GSB Impact Fund Investor, Stanford Venture Studio, Startup Garage, Entrepreneurship Club, Venture Capital Club

RICE UNIVERSITY **Houston, TX**
Bachelor of Arts in Architecture, Bachelor of Architecture *2015*

EXPERIENCE

BUNDLE **Palo Alto, CA**
The one-stop shop for building materials procurement (www.bundle.build)
Co-Founder, COO *2021 – Present*

- Building a B2B marketplace to transform the materials procurement process for the $1.3T U.S. construction market
- Currently raising Pre-Seed funding, hiring and managing engineering team, leading product development, and more

BEACON CAPITAL PARTNERS **San Francisco, CA**
Real estate private equity firm with $4B+ AUM focusing on value-add and opportunistic investments in office and life science sectors
Summer Associate *2021*

- Developed investment theses, tracked deal sourcing activities, managed investment pipeline, and underwrote new deals
- Led R&D for new technology to support Beacon's investment approach for the life science sector in collaboration with the COO, senior leadership, and venture capital investment partners

SHOP ARCHITECTS **New York, NY**
Boutique design firm applying frontier technologies to develop international projects ranging from modular buildings to master plans
Associate (2019 – 2020), Designer (2017 – 2018), Junior Designer (2015 – 2016)

- Managed and developed 10+ North American projects (value ranging from $10M to $2B) for public and private sector clients across commercial, multi-family residential, hospitality, mixed-use, and cultural type developments
- Led teams of 3-15 architects and engineers to analyze models utilizing digital technology (building information modeling, real-time rendering, 3D printing, and virtual reality) to program 10M+ sq. ft. of space across projects
- Oversaw project budgets, scopes of work, and development schedules through weekly Owner-Architect-Contractor meetings

Select projects include:

Hudson's Site (www.hudsonssitedetroit.com) **Detroit, MI**

- Spearheaded the design for the tallest building in Michigan in Bedrock Development's $1.6B mixed-use development
- Led a team of 40 engineers, architects, and consultants to identify building system improvements across 1.5M sq. ft. of program area, resulting in a total reduction of $500M in construction costs and achieving the client's budget goals
- Executed value engineering plan to improve overall building efficiency by 10%, increasing client's projected revenues by 15%

Obama Presidential Center (Shortlist RFQ/RFP competition) **Chicago, IL**

- Selected as the youngest architect in the firm to compete in a 6-month design competition for the Obama Administration's 250,000 sq. ft. civic institution located in Jackson Park
- Supervised project strategy, site analysis, and space planning/layouts for the RFQ proposal, placing SHOP within the 7 finalists out of 140+ initial design teams; created final design narrative with support from all 5 firm partners for the RFP presentation

Uber Headquarters **San Francisco, CA**

- Designed 400,000+ sq. ft. of office space focused on purpose-built collaborative work zones for the 3,000 employees occupying Uber's new LEED Platinum-certified headquarters located in Mission Bay
- Developed a vertical façade system, a 6-story atrium utilizing an automated "breathing" enclosure system for natural ventilation

ADDITIONAL

MINDS MATTER **New York, NY**
Associate Board Member, Mentor, Admissions Reviewer *2017 – 2020*

- Implemented chapter-wide action plan to fundraise $150,000 by forging new corporate sponsorships, optimizing SEO to promote brand awareness, and developing marketing strategy for mentor events with 800+ in attendance
- Mentored 10 students from underprivileged backgrounds, helping 100% of the students receive admissions to top colleges

OTHER INTERESTS

- **Skills:** Licensed Architect, LEED Green Associate, Financial Modeling, Graphic Design, Adobe Creative Suite, VR Design
- **Languages:** Shanghainese Chinese (fluent), Mandarin Chinese (conversational), French (basic)
- **Personal:** Amateur barista, plant dad, avid gamer, mechanical watch aficionado, Scotch/Japanese whisky connoisseur

Maya DiRado Andrews
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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — 2022
- Knight-Hennessy Scholar

Stanford University — Stanford, CA
Bachelor of Science in Management Science & Engineering — 2010-2014
- 2-year captain of the women's varsity swim team

EXPERIENCE

King Philanthropies — Menlo Park, CA
Portfolio Manager — 2018-2020
- Expanded the portfolio by $70M in two years, representing a 112% increase in granted or invested funds
- Implemented a portfolio-wide evaluation and reporting process and measured an average increase in beneficiary income attributable to grants of 30%
- Established the foundation's first climate change strategy and led initial investments of $30M at the intersection of extreme poverty and climate change mitigation
- Led the organization-wide strategic planning process to align on a fifteen-year spend-down approach

McKinsey & Company — Redwood City, CA
Business Analyst — 2017-2018
- Worked across financial services, healthcare systems and services, and natural gas utilities
- Implemented a risk identification process at a global financial institution
- Supported restructuring of a major utility's project management and investment planning functions
- Designed and implemented performance management process at state-wide hospital system to monitor and improve performance, yielding $30M in savings in six months

USA Swimming — Stanford, CA
Olympian — 2014-2016
- Rose from 95th in the world in 2014 to Olympic champion in 2016
- USA Swimming National Team member (2011-2016)

AWARDS & LEADERSHIP

- Two-time gold medalist - 2016 Olympic Games (Rio de Janeiro, Brazil)
- Director - USA Swimming Board of Directors

ADDITIONAL

- Experienced in public speaking, data visualization, and financial modeling
- Proficient in Excel, Tableau, Alteryx, Java, C++

HILLARY DO

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

HARVARD UNIVERSITY Cambridge, MA
Bachelor of Arts in Social Studies, Secondary in Computer Science 2017

- Graduated with honors; magna cum laude thesis *Crises in Justice: The 2015 Baltimore Riots*
- Intro to Computer Science (CS50) Teaching Fellow

Experience

ORGANIZING TOGETHER 2020 Philadelphia, PA
Federal, independent campaign and coalition operating in 2020 battleground states
Organizer March 2020 - June 2020

- Recruited and trained the largest volunteer team in PA (50+ volunteers) with 80+ volunteer shifts and 2,500+ vote-by-mail phone calls completed. Performed 20%+ above the statewide average on all metrics.

BOX Redwood City, CA
Solutions Marketing Manager April 2017 - Oct 2019

- Launched Box's use case messaging and strategy for 800+ sales reps and customer success managers, subsequently awarded Box's 2018 "Blow your Customer Mind" award
- Revamped entire sales motion to focus on “solution-selling” instead of “product / feature-selling”
- Tracked and forecasted weekly product pipeline and deal metrics to hold product segments accountable
- Designed, built, and launched an internal sales enablement tool for our 800+ go-to-market team with 400 MAU, increasing sales productivity

APPLIED PREDICTIVE TECHNOLOGIES Washington, DC
Business Consultant June 2016 - Aug 2016

- Ran statistical analyses for Fortune 1000 clients to make higher ROI decisions and presented to their exec teams to inform company strategy

BRIGADE San Francisco, CA
Civic technology startup founded from Causes.com, one of the first ten Facebook apps
Product Manager May 2015 - Dec 2015

- Managed the design, engineering, and release of the voter identification, petitions, and ballot guide features across all platforms - iOS, Android, Web - so citizens can make more informed voting choices and rally others around a cause.
- Ran user research sessions to better understand user behavior and how to strengthen adoption.
- Worked directly with the CEO, VP Of Engineering and Product to inform the product roadmap in weekly meetings.

GOOGLE Washington, DC
Civics Fellow June 2014 - Aug 2014

- Conducted market research on how Google can contribute to multiple areas of social impact
- Built the news module for the Google Elections site to provide the latest political updates

Additional

- Fluent in Mandarin Chinese and English
- Programming: Python, SQL, Ruby on Rails, React/Redux, Node.JS, MongoDB, Javascript, C, D3.JS, HTML/CSS
- Adobe Suite: InDesign, Premiere, Photoshop, Illustrator

Catherine Donahoe

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EXPERIENCE

Google, Mountain View, CA (July 2015 - August 2020)

Global Gaming Emerging Markets Lead, AppDev Sales - Rotation (September 2019 - August 2020)

- Lead the strategy and operations for a cross-functional 'One Google for Gaming' program across Google Ads, Google Play, Google Cloud and Android to holistically address the needs and capture the opportunity of game developers in emerging markets, who require different support from Google to build and grow games than those in mature markets
- Rotation was based in Dublin and Singapore, with frequent travel to work with internal teams and external game developers in Latin America, Eastern Europe, the Middle East, Southeast Asia, and India

Americas Measurement Lead, AppDev Sales (January 2018 - September 2019)

- Lead the measurement strategy for a $XB mobile app promotion business in 5 locations across the Americas (US + LatAm), working in close collaboration with EMEA and APAC counterparts on a 175 person global team
- Advise mobile growth teams on measurement and analytics strategies to invest their dollars in paid growth most efficiently and maximize ROI. This includes consulting on attribution methodologies, lifetime value modeling and sophistication of analytics, across the App and Gaming industries
- Inform the go-to-market strategy of Google's app measurement products, acting as the intermediary between product management and sales leadership

Emerging Market Research Analyst, Google Launchpad Accelerator - 20% Project (October 2018 - August 2020)

- Conducted qualitative and quantitative research to identify high-potential startup ecosystems in emerging markets and build accelerator programs to address the unique needs of each ecosystem

Apps Growth Manager, AppDev Sales (October 2016 - December 2017)

- Owned relationships with app partners, primarily in the Fitness and Fintech space, supporting strategic business growth through Google Ads and beyond; hitting 171% YoY revenue growth [~100% higher YoY growth than team average], and overachieving target every quarter on team
- Developed expertise in lifetime value measurement, a strategic initiative of the global team & industry at large

Technical Support Specialist, gTech Ads (July 2015 - October 2016)

- Supported Google's most strategic advertising clients by troubleshooting their toughest technical Google Ads issues, with a deep expertise in YouTube and Google Maps

EDUCATION

Stanford Graduate School of Business, Palo Alto, CA (matriculate September 2020)

Dartmouth College, Hanover, NH (graduated June 2015)

BA in Government. Broad curriculum including: Computer Science, Economics and Engineering Extracurriculars included Club Water Polo (Captain), Kappa Delta Epsilon sorority (Social Chair & Risk Manager), & Special Olympics

Tuck Bridge Program, Hanover, NH (June - July 2015)

4 week pre-MBA business program at the Tuck School of Business. Curriculum included, but was not limited to, Financial Accounting, Managerial Economics, Spreadsheet Modeling, and a Capstone Project for Ford Motors

Reforge, Growth Modeling Series, San Francisco, CA (Oct 2018 - Jan 2019)

Selected for exclusive educational program on quantitative growth models, led by seasoned growth & data professionals

VOLUNTEERING, SKILLS & INTERESTS

- Tech for Biden 2020, Community Organizer (March 2020-Present)
- SV Academy, Mentor (August 2017-Present)
- Strong proficiency in Google tools (gSuite Apps, Google Ads, Consumer Surveys); familiar with Python and SQL
- Hobbies: Women's groups, pick-up sports, and international travel

SARAH R. DONALDSON, CFA

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate Class of 2022
Clubs & Activities: Lean Launchpad, GSB Gives Back Co-Chair, Private Equity Club, Healthcare Club, Women in Management

University of Southern California Marshall School of Business, '13 Los Angeles, CA
Bachelor of Science in Business Administration (Transfer from Tulane University, '09- '10) 2011 – 2013

EXPERIENCE

Thirty Madison New York, NY
MBA Summer Associate June 2021 – August 2021

- Thirty Madison is a unicorn full-service healthcare company offering specialized telehealth to patients with chronic conditions
- Lead ideation and pitch process for diabetes care model in partnership with major US pharmaceutical company
- Develop strategy and execution plan to restructure call center for scalability and resiliency in light of exponential growth

Atlantic Street Capital: a top quartile performing, operationally intensive private equity fund with $1B+ AUM New York, NY
Private Equity Associate July 2018 – August 2020

- Performed all aspects of deal execution: initial screen, financial modeling, due diligence, financing and portfolio management
- Engaged in meaningful strategic and operational initiatives including add-on growth strategy, integration and financial monitoring; coverage included largest ophthalmic equipment distributor and largest fertility EMR in the US
- Personally reviewed approximately 90 investment opportunities; select transaction experience includes:
  I. ***Marco Ophthalmic:*** Led financing process with firm partner (two-person deal team) for industry transforming deal; validated product substitution potential and cost synergies to ultimately garner 20% additional financing capacity
  II. ***eIVF:*** Quantified and diligenced growth strategy for European expansion opportunity for fertility EMR / SaaS company
  III. ***United Veterinary Care:*** Helped build a veterinary healthcare platform from scratch, closing 10 deals encompassing 27 hospitals over 9 months to bring EBITDA from $0 to $10mm+. Sold to Nordic Capital in Spring 2021 (post-departure)
    - Proprietary veterinary roll up developed by Atlantic Street and management team in Fall 2019 to reimagine the veterinary consolidation landscape with an emphasis on technology and data
    - Honed mission and vision, go-to-market strategy and de novo clinic approach with founding team
    - Built facility level model to evaluate approx. 40 add-on opportunities with multiple capital structures
    - Helped lead M&A process overhaul which resulted in key strategic acquisition of one of the last remaining Veterinary Centers of Excellence in the US, doubling platform size
    - Led $90mm SPV equity raise from JP Morgan and $150mm refinancing in July 2020, serving as point person for capital providers, legal, and executive teams. Managed and mentored junior teammate
- Represented firm in speaking engagements to garner more female representation in PE / on PE boards in first of its kind effort

TIAA – CREF (Nuveen Private Markets) New York, NY
Private Equity and Junior Capital Analyst July 2016 – June 2018

- Team responsible for deploying ~$1 billion in capital annually via direct equity co-investments and junior capital (HoldCo PIK notes, preferred equity) targeting middle market companies; first rotation on $6 billion mandate private placement team
- Produced LBO and detailed operating models to gauge investment viability, constructed investment committee memoranda and facilitated due diligence processes; monitored portfolio companies and attended board meetings
- Closed transactions in excess of $1.5 billion. Select transaction experience includes:
  I. ***Captain D's:*** LBO of QSR business alongside Sentinel (Mezzanine and Equity)
  II. ***Legal Shield:*** LBO of legal subscription business alongside Stone Point / MidOcean (Equity)
- Sourced and planned meeting with Fortune 500 company's CFO to pitch direct financing opportunity for upcoming acquisitions
- Ranked "exceeds performance standards" in yearly review, the highest achieved tier for 10-person analyst class

Morgan Stanley New York, NY
Corporate Client Group Associate June 2013 – May 2016

- Promoted within six months to associate on ESOP team from two-year analyst rotational program (< 1% acceptance rate)
- Strategized with Fortune 500 executives on how to properly structure equity awards and invest funds after a liquidity event in light of regulations for control securities; reinvested capital in public and private asset classes
- Raised $30mm in capital from C-Suite executives; ranked #1 or first tier in revenue production in NYC in all measured periods

ENTREPRENEURSHIP & COMMUNITY INVOLVEMENT

Pionette New York, NY
Co-Founder (Advisor to Silk + Sonder) January 2019 – Present

- Developed a network driven consultancy to elevate female and minority founders through the business building process
- Built operating / fundraising models and ideated new customer retention strategy program to help mental health startup Silk + Sonder raise from Redpoint Ventures; serve on advisory board and was issued equity stake in company for work
- Served as Advisor for UBS' and Rent the Runway's Project Entrepreneur in 2020, mentoring ~50 female founders

University of Southern California Marshall School of Business Alumni Board of New York New York, NY
President June 2016 – August 2020

- Led 17-member board; increased board applications by 100%; conceptualized the Pac-12 Service Sprint, the first conference-wide service initiative in NY which mentors under resourced groups; awarded 2018 and 2019 NY Board Member of the Year

Rachel's Rhetoric / Celebration Troupe Memphis, TN
Founder January 2011

- Developed non-profit initiative to benefit my special needs sister and her peers at Madonna Learning Center, with the purpose of transforming the children's talents and idiosyncrasies into vocational strengths to effect positive economic mobilization

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KUNAL S. DOSHI

690 Long Bridge Street
San Francisco, CA 94158

PROFESSIONAL EXPERIENCE

Capricorn Investment Group, Venture Capital & Growth Equity, Palo Alto, CA 2016 – Present

- Act as Board Observer for select technology-impact venture and growth investments currently valued at $3.5 billion+
  - Got It, on-demand AI platform for knowledge, active in 79 countries globally: Mentored CEO to successfully negotiate term sheet with Fortune 100 company, giving Got It access to $60 million in revenue and positioning it for a sale in July 2020
  - Embrace, infant warmers technology for thermal support in India and United States: Led strategic M&A process to facilitate sale of company in April 2019, thus enabling Embrace to continue serving 15 million underweight babies born each year
  - Pagatech, mobile platform to serve the underbanked in Nigeria: Collaborated with Flourish Ventures (Omidyar Network) and Global Innovation Fund to help company raise $10 million in funding for Series B-II round in January 2018
- Successfully sourced and led diligence for 5 investments; portfolio TVPI of 3.1x vs. *Burgiss* Top 5% Fund Performance of 2.7x
  - Joby Aviation, electric VTOL aircraft: Sourced deal and led due diligence for Series A at a <$100 million valuation in 2016; collaborated with CEO to take company public in 2021 at a $6.6 billion valuation via a SPAC merger with Reinvent Technology Partners (NYSE: RTP) raised by LinkedIn co-founder Reid Hoffman and Zynga founder Mark Pincus
  - Saildrone, collect ocean data via wind and solar powered autonomous vehicle: Sourced deal, led due diligence, and negotiated term sheet for Series A at a <$50 million valuation in 2016; partnered with COO to raise $60 million for Series B in 2018 at $250+ million valuation to facilitate adoption and commercializing of technology globally
  - Form Energy, long duration energy storage system for 100% renewable grid: Led due diligence for Series B at a $110 million valuation in 2019; consulted CEO on deployment of 1MW/150MWh pilot project with Great River Energy in 2020
  - Span IO, smart electrical panel: Sourced deal, led due diligence, and negotiated term sheet for Series A at a $35 million valuation in 2020; guided CEO in developing commercialization strategy and hiring sales professionals in 2021
  - Opus 12, turn CO_2 into chemicals and fuels: Sourced deal and led diligence for Series A in 2021 at ~$75 million valuation
- Demonstrated leadership in launching and managing an 18-month process for 2 impact funds raising ~$500 million in capital:
  - Technology Impact (Venture) Fund: Raised $330 million from prominent investors such as Laurene Jobs and Jeremy Grantham by strategizing robust plan to reach out to 100+ investors from 12 countries
  - Technology Impact Growth Fund: Secured $95 million in funding by coordinating with 10 professionals to present a 30-page report summarizing Capricorn's performance and impact, i.e., $30 billion in social and environmental benefits
- Established SpaceX SPV to enable Capricorn to liquidate ~$200 million in SpaceX holdings, earn a 1% management fee and carry over a 10-year period, and attract 20 new investors to participate in the 2021 equity funding round at a ~$75 billion valuation
- Orchestrated an *Investing in Impact* conference in U.K., presided over by Jim Young Kim, World Bank President, and attended by 150 impact investors such as TPG's Rise Fund and Google X to outline role of private capital in tackling climate change

Greentech Capital Advisors (acquired by Nomura), Investment Banking Associate, New York, NY 2012 – 2016

- Successfully raised ~$2 billion in capital for 8 companies by pitching to and addressing diligence questions from 50+ investors
- Nominated as Staffer to mentor and supervise 12 analysts in 2015; designed and implemented 8-week training program

Citigroup (M&A Group), Investment Banking Analyst, New York, NY Summer 2010; 2011 – 2012

- Applied project management, analytical and quantitative skills to prepare marketing material and financial scenarios for 40+ companies, resulting in 2 live transactions that generated ~$750 million in M&A deal value and $7.5 million in fees

United Nations (UN), Global Youth Delegate, New York, NY Summer 2009

- Appointed one of only 50 delegates globally to the UN Commission on Sustainable Development; researched 12 historical UN statements and persuaded 2 UN ministers to support climate-change policies by reporting on financial risks of global warming

EDUCATION, LEADERSHIP AND COMMUNITY SERVICE

Stanford Graduate School of Business, Stanford, CA 2022

- M.S. in Management Sloan Fellow

The University of Virginia, McIntire School of Commerce, Charlottesville, VA 2011

- B.S. in Commerce; Major - Finance and Management; Minor - Drama; GPA 3.72; Intermediate Honors; Dean's List

Brighter Children, Founder and Board Member, New York, NY 2013 – Present

- Founded a venture philanthropy organization to find and fund social entrepreneurs; provided $1M+ in funding to support education of ~2,000 children in Santa Marta (Colombia), Villa Soleada (Honduras), Rajasthan (India), and Makutano (Kenya)

TONY DOUGLAS

540.273.7382 ~ TDouglas@Stanford.edu ~ linkedin.com/in/tony-douglas-jr/

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
M.B.A. Candidate, Entrepreneurship ***Expected: May 2022***

NEW YORK UNIVERSITY **New York, NY**
M.A. Candidate, Industrial / Organizational Psychology ***Expected: January 2021***
(Courses Completed in 2018; Thesis pending)

UNIVERSITY OF VIRGINIA **Charlottesville, VA**
B.S., Commerce (Finance, Management, and Entrepreneurship), B.A., Psychology ***May 2015***

PROFESSIONAL EXPERIENCE

HUMU, INC. *(STARTUP - BEHAVIORAL CHANGE TECH)* **Mountain View, CA**
Commercial Lead, Diversity and Inclusion (Business Development) ***October 2019 – April 2020***

- Reported directly to CEO - led development of marketing, sales, and product roadmap strategies for company's D&I offering
- Built sales pipeline of 28+ Chief Diversity Officers

Team Member, Partner Experience (Customer Success) ***August 2019 – April 2020***

- Managed portfolio of accounts across industries - inc. Automotive, FinTech, and Financial Services - executed successful product configuration and deployment to over 10,000 end users; created account expansion plans for all accounts
- Constructed internal tooling and assets to increase execution speed, reduce cost to serve, and improve team consistency

GOLDMAN SACHS **New York, NY**
Associate, Organizational Design (People Operations) ***November 2018 – July 2019***

- Created the Organizational Design team - first of its kind team for the firm - advances scientific rigor of org management through people analytics, management structure assessments, target operating models, and vendor tool procurement
- Led management structure analysis in the Operations Division - estimated $30M savings over 2-3 years

Senior Analyst, Design Services (Operations) ***May 2017 – November 2018***

- Designed optimal business processes through automated decision rules, API services and rest endpoints, and business intelligence capabilities to enhance client service, increase efficiency and reduce risk within the Operations Division
- Managed a large-scale program to reduce manual operational effort by 63% on 9,000+ global proxy voting events and enhance notifications to clients through text automation
- Led an internal organizational development program, leveraging design principles from my Master's, to re-design roles within a 500+ employee subdivision, aligning skills and responsibilities to the strategy of the global leadership team

Analyst, Change Management (Operations) ***July 2015 – July 2017***

- Led transformational change program for global Regulatory Operations organization to reduce the risk in reporting procedures and increase scalability and efficiency of business processes
- Designed automated and web-based workflows for five regulatory reports leveraging process design, UI/UX design, technology convergence, and development of executable process and decision logic models

LEADERSHIP & SKILLS

OPERATIONS BLACK NETWORK, GOLDMAN SACHS, Pillar Lead (Development) ***August 2015 - July 2019***

- Leveraged Org Psych Master's to deliver an employee enrichment program on Identity Threat - sponsored by Head of the Division

Skills: PowerPoint, Excel, JIRA, Signavio (Business Process Modelling, Business Decision Modelling), JavaScript, Python / Machine Learning (Beginner), Organizational Design, Project Management (inc. Agile)

ANNY DOW

650 704 7032 | andow@stanford.edu | linkedin.com/in/annydow

EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate *2020 – 2022*
- Stanford GSB Impact Fund (Portfolio Operations), Product Club, Tech Club, Healthcare Club

Yale College New Haven, CT
B.S. Cognitive Science with Distinction, magna cum laude; GPA: 3.92 / 4.0 *2012 – 2016*
- Phi Beta Kappa, Psi Chi International Honor Society, Psi Chi Research Grant, Richard U. Light Fellowship
- Angier Prize finalist for top senior thesis in psychology for "Emotional Marketplace" research paper

Beijing Language and Culture University Beijing, China
Harvard Summer School: Advanced Chinese Language Study *2013*

EXPERIENCE

Microsoft Corporation Redmond, WA
- Received early promotions (Sep 2017, Sep 2018, Aug 2020) and high-performance recognition award (2017, 2018)

Product Marketing Manager, Azure AI *2019 – 2020*
- Drove go-to-market strategy for Azure Cognitive Services, leading teams of 20+ employees across product, engineering, sales, legal, marketing, and operations to launch and scale 10+ AI products (e.g. Custom Neural Voice, Text Analytics for Health), resulting in 10% month-over-month revenue growth
- Ran monthly roadmap reviews with 50+ product managers and oversaw analytics for monthly business reviews, surfacing product and business insights across awareness, activation, and retention to shape product investments
- Conducted user testing to optimize customer journey, building targeted content and demos to drive 30% increase in month-over-month website engagement and improve trial conversion by 230%
- Selected by executive team to craft keynote for major launch event, landing AI narrative with 25k developers

Product Marketing Manager, Azure Big Data & Advanced Analytics *2017 – 2019*
- Initiated relaunch of Azure's open source and real-time analytics portfolio, influencing positioning, content and field guidance to achieve revenue growth of 150% year-over-year, surpassing $100M annual target
- Created model for assessing revenue impact of big data partner solutions (e.g. Databricks, Cloudera, Snowflake), informing allocation of $1M go-to-market budget
- Led market sizing and business planning for new analytics products, commercializing 2 category-defining services
- Grew awareness of analytics portfolio through focused campaigns, boosting share of voice by 15% in 6 months
- Managed relationship and joint marketing efforts with 10+ analytics partners, accounting for projects worth $20M

Product Marketing Manager, Office 365 *2016 – 2017*
- Developed user profiles, segmentation strategy, and user scenarios by directing 40+ end user interviews, data analysis, and market research
- Spearheaded training program and creative educational partnerships to grow product adoption, accelerating usage of Microsoft Teams to first 2M users and increasing adoption across Office 365 by 10% in key accounts
- Established Office 365 champions community, expanding active membership by 300% per month

McKinsey & Company (work remotely)
Periscope is the technology branch of McKinsey's Marketing & Sales Practice, providing data analytics and insights
Freelance Research Analyst, Periscope by McKinsey *2014 – 2020*
- Analyzed social data for 50+ global brands to deliver qualitative and quantitative insights on consumer decision journey, product development, competitive landscape, distribution channels, pricing, promotions, and branding
- Promoted to group lead for team of 30 analysts; started analyst onboarding program and organized quality checks
- *Representative project work*: detailed diagnostic of patient/caregiver discussion for major US hospital; digital marketing plan for new product launch at $20B consumer goods company

ADDITIONAL

- **Volunteering:** The Grace Children's Foundation (Tech Advisory Board) – support development of digital healthcare solution for nonprofit (MVP won 1st place out of 500+ projects in Microsoft's Hack for Good program); Abundant Life Christian Fellowship (Justice & Compassion team) – support homeless individuals through street outreach
- **Languages**: Chinese (professional), Spanish (conversational)
- **Interests:** behavioral psychology, playing chamber music, painting, hiking, watching documentaries

NICK DROEGE

droegen@stanford.edu | 314-560-9461 | linkedin.com/in/nickdroege

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF MISSOURI Columbia, Missouri
Bachelors in Biological Science & Chemistry 2014

- Student Body President, Mortar Board President, Honors Graduate, Cum Laude

PROFESSIONAL EXPERIENCE

NORWEST VENTURE PARTNERS **Palo Alto, California**
Norwest is a venture and growth equity firm currently investing out of a $2b fund across multiple stages and sectors
MBA Summer Intern **June 2021-September 2021**

- Developed an investment thesis on the budding Miami tech ecosystem, identifying 30+ future investment opportunities based in Miami while also establishing relationships with eight key sources of deal flow
- Created a repeatable playbook for junior members of the investment team to quickly penetrate smaller tech markets and unlock deal flow channels at minimal cost to the firm (~$12k) and zero investment of partner time
- Source, conduct due diligence, and assist in deal execution for opportunities in consumer, enterprise, and crypto

NOONLIGHT, INC. **Los Angeles, California**
Noonlight is a safety platform, providing emergency verification and response APIs to popular consumer brands
Founder & Advisor (Previously VP of Platform until April 2021) **2013 – Present**

- Founded #1 safety application, serving 3M active users and responding to 15k real emergencies each month
- Raised $11M in venture funding from leading venture capital firms NEA, Maveron, and Cultivation Capital
- Spearheaded BD efforts that secured strategic partnerships with Wyze, Arlo, Tinder, Fossil, Amazon, and Axon
- Developed Noonlight's patented call center system which verifies incoming alarms and transmits data to 6,100 local emergency service dispatch centers, providing 100% emergency response coverage in the United States
- Established three US call centers responsible for verifying alarms and dispatching emergency response
- Built Noonlight's platform APIs, enabling self-serve integration for independent developers and partners
- Managed product workstreams for several large strategic partners, overseeing discovery, design, and engineering phases across Noonlight and partner product teams

PRICEWATERHOUSECOOPERS, LLC **New York, New York**
Management Consultant **2014-2016**

- Projects: consumer rewards strategy for global coffeehouse chain, digital growth for walk in-clinics of major pharmacy, early team for a few PWC New Ventures moonshots, software implementation for global hotel chain

MISCELLANEOUS

- **Forbes 30 Under 30** 2019 List Member
- **Investor (Seed-B)** in Time by Ping (timebyping.com), Presto (presto.com), Fellow (meetfellow.com), Electric Era (electriceratechnologies.com), Drift Biotechnologies (driftbio.com), ReadMyECG (readmyecg.com)
- **Founder and Executive Director** of a food pantry (Tiger Pantry) in Columbia, Missouri; the pantry has distributed 300k+ lbs of food to food-insecure communities since opening in 2013
- **Areas of Interest:** Web3, Longevity, Miami/Austin/Atlanta Tech Scenes, Golf, Fishing, Hiking/Camping

ALON DROR

LinkedIn • (650) 309 4105 • AlonDror@Stanford.edu

EDUCATION

STANFORD – GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA candidate – class of 2022 2020-present

- Co-President Entrepreneurship Club & Improv Theatre Club
- Founded, fundraised, and led the "Startup Retreat" program for bringing together teams & ideas

HEBREW UNIVERSITY OF JERUSALEM – TALPIOT ELITE MILITARY ACADEMY Jerusalem, Israel
Bachelor of Science, Physics & Mathematics, Cadet 2010-2013

- Chosen to *"country's most selective institution*" (Wall Street Journal); one of 39 cadets from a pool of 10,000 candidates
- Ranked 1st out of 500 in peer-evaluation in IDF's Officers Course; selected as company model cadet

EXPERIENCE

INNOVATION ENDEAVORS VENTURE CAPITAL Palo Alto, CA
Summer Associate 2021

- Formulated the fund's Quantum Computing investment thesis
- Strategized fundraising for a portfolio company raising $30M in series B

SCOPIO LABS – DIGITAL MICROSCOPY STARTUP Tel Aviv, Israel
Product manager, Pre-MBA internship 2020

- Conceptualized the company's future AutoML platform, enabling quick development of AI tools for hematology
- Designed the company's future marketplace, build an ecosystem for developers to create new ML-tools

ISRAELI DEFENSE FORCES (IDF) Tel Aviv, Israel
Talpiot Elite Military Academy Senior Staff Commander 2019-2020

- "*Talpiot is like having a Rhodes scholarship, a presidential fellowship, and a Harvard M.B.A. rolled into one*." (Forbes, 06/1998)
- Headed the most selective tech training in Israel
- Led 68 personnel through rigorous technological, leadership, and team-building training
- Initiated the "soft-skills for entrepreneurs" curriculum, integrating improv theatre, group management, and communication coaching courses into the Talpiot program
- Taught "fast-prototyping laboratory" and "project management - 101" courses; managed 1st-year's product incubator

Founder and Head of Section at Directorate of Defense Research and Development (MAFAT) 2016-2019

- Raised $9M from 5 government agencies for a ground-breaking application that saved $100M and dozens of lives
- Conducted 2 major negotiations with civilian contractors resulting in 50% cost reduction
- Conceived and headed an innovative tech dep. with $5M budget, spearheading the agency's most prominent R&D effort
- Managed 2 time-critical R&D projects, from ideation, through POC and requirements-spec, to delivery in less than 1y
- Directed 5 research teams with a total of 45 researchers and engineers working on 3 innovative R&D projects with an $8M budget; coordinated teams' work and led complex integration & delivery process with operational users
- Created new collaborations between competing teams/companies to overcome R&D & manufacturing setbacks
- Presented to top US and Israeli government figures including generals and US Undersecretary of Defense

Member and Advisor, MAFAT Joint Future Technologies Team 2013-2019

- Collaborated with U.S. Army on a joint project to evaluate America's next-generation combat vehicle
- Draw conclusions that were adopted as official requirements for Israel's future combat vehicle, the "CARMEL"

Combat Field Leader: Tank Platoon Commander & Vice-Company Commander 2013-2016

- Led 35 soldiers under extreme ambiguity, stress, and physical as well as mental challenges
- Received Battalion Commander's Award for Ingenuity and Excellence, given to 1 out of 15 platoons leaders
- Featured by IDF in Mako, a top Israeli media website, *The Fighter Who Completed Officers Course Twice*

Honors and Awards

- Israel Defense Prize 2018 - Honored the highest presidential award for innovation in national security, for saving $1B in a critical, lifesaving, R&D project
- Awarded IDF Chief of General Staff Citation, given to 30 out of 200,000, for leading IDF's most pressing R&D project

Programming: Python | Matlab | R | Octave
Languages: Hebrew (native); English (fluent)
Interests: Extreme sports - certified skydiver, rock climber; member of Israeli Improv Theater; building tiny houses

Alexander V. Du

1380 Oak Creek Drive, Apt 210, Palo Alto CA | (732) 789 8368 | alexdu@stanford.edu

EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — 2019 – Present
- Lead singer, "Going Public" (student band); Co-President, Venture Capital Club; Fintech Club

Yale University — New Haven, CT
Bachelor of Arts, Economics, cum laude — 2010 – 2014
- GPA: 3.8/4.0; GMAT: 760/800
- The Baker's Dozen (all-male acapella group), Yale Rugby Team, Delta Kappa Epsilon

EXPERIENCE

Stealth Fintech Startup & Angel Investor — Palo Alto, CA
1st Employee — Summer 2020 - Present
- Develop strategy and roadmap for fintech founder's 2nd startup (previous multi-billion-dollar exit)
- Evaluate Seed to Series B fintech infrastructure deals (e.g. Moov, Alloy, Privacy, etc) for founder's family angel portfolio

Mosaic (Series C PoS Fintech Lender) — Oakland, CA
Chief of Staff to Founder/CEO — 2018 – 2019
- Direct report to the CEO leading cross-functional strategic projects, plus day-to-day support managing 200-person team
- Lead and owned results of 20+ person Home Improvement lending team between the Phoenix and Oakland offices

Selected Operating Experience
- Negotiated and closed $150MM+ annual loan volume strategic partnership with the largest national solar distributor
- Co-led second office launch in Phoenix; recruited initial 10-person inside sales team; built portion of training program
- Created and launched new pricing framework (+$5MM/month of committed volume uplift from initial 25 partners)

Warburg Pincus — New York, NY
Private Equity Associate, Financial Services Group — 2016 – 2019
- Evaluate, execute, and monitor private equity investments in financial technology and services
- Sponsored for secondment at Mosaic, a fintech portfolio company

Selected Transaction Experience
- Led three acquisitions totaling $280MM for Foundation Risk Partners as the interim corporate development lead; moderated and drafted lender presentations to raise $115MM of debt financing for the platform acquisitions
- Assessed $2BN+ of growth fintech deals across specialty lending, insurance, and wealth management
- Initiated Financial Services Group coverage of public market infrastructure companies; independently conducted expert calls, evaluated key industry trends, benchmarked prior private equity deals, and developed investment theses

Credit Suisse — New York, NY
Investment Banking Analyst, Mergers & Acquisitions — 2014 – 2016
- Analyzed and executed corporate mergers, acquisitions, and leveraged buyouts across various industries
- Ranked #1 of 11 in M&A group, received top firm rating (top 10%) both years

Selected Transaction Experience
- Advised Altria Group on $27.0BN sale of SABMiller stake to Anheuser-Busch InBev
- Advised The Carlyle Group on $1.0BN sale of Zodiac Pool Systems to Rhone Group
- Advised Diebold on $1.8BN public-to-public cross-border acquisition of Wincor Nixdorf

PERSONAL

Languages: English (native), Chinese (fluent)
Interests: Karaoke, breakfast sandwiches, golf, guitar, dim sum, traveling (20+ countries, 10+ Chinese provinces)
Community:
- New York Professional Advisors for Community Entrepreneurs (NYPACE)
  - Captain of pro bono advisory teams to community laundromat, daycare, and technology startup run by people of color
- Shanghai Jiulong Model Middle School (merit-based school for the poor)
  - Founding sponsor of school soccer team, the second sports team established at the school

Yasmin Dunsky

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EXPERIENCE

Co-Founder & CEO of Frizzl **2018 – Present**

- Developed a platform offering a new way of learning how to code, our users go through a gamified learning experience in which they gain professional knowledge in JavaScript
- Participated in the 8200 EISP accelerator program, one of the most prestigious accelerators in Israel founded by Israel's elite intelligence unit 8200

Co-Founder & CEO of QueenB **2015 – 2018**

- Founded QueenB, a high growth social impact venture which teaches middle-school girls to code in an afterschool environment
- Led QueenB to grow to hundreds teenage participants and managed over 50 employees and volunteers
- Partnered with top companies such as Google, Microsoft, Intel and Dropbox

Software Engineer Intern at Google **2015**

- Developing an Android app using Android Studio

Intelligence researcher at the Israeli Special Forces, IDF **2011 – 2014**

- Took critical part in projects that won Israel's Homeland Defense awards
- Commander in Intelligence Research Training course

EDUCATION

Computer Science B.Sc Student at The Hebrew University **2014 - present**

- Member of the Dean's list in 1st year
- Knowledge in Python, Java, C, C++

Ami Assaf High School, Beit Berl **2007 - 2010**

- Graduated with honors
- Graduated from the High School Math program of Bar Ilan University at age 16

OTHER

- Listed on Forbes' Under30 list
- Member of the Education Committee in the National Council to promote Women in Science & Technology
- One Young World Ambassador, a movement giving young leaders a platform where a global audience hears their views and ideas, connect and create practical agendas for change
- Recipient of Mifal Hapais Prize for young change agents

Zoe Durand

French nationality, *US Green Card holder*

680 Jane Stanford Way apartment C303, CA 94305 Stanford | 650-334-9106 | zoe.h.durand@gmail.com

WORK EXPERIENCE

July 19 - Sept 20

Product Manager, Facebook AI Applied Research *(Menlo Park, CA)*

Product Manager in the **AI Integrity** team, developing and deploying scalable AI solutions to solve the hardest Integrity problems (e.g. Misinformation, Manipulated Media, Hate Speech, Fake Accounts) and keep users safe on the Facebook family of Apps for the US 2020 Elections. Daily stakeholders included FB AI Research, Integrity Product, Legal, Policy, and Privacy.

Led two teams of Researchers and Engineers on three main projects:

- **Misinformation**: deployed a Graph Neural Net (GNN) solution for Misinformation classification, ***increasing number of catches by 10x***. In the process, launched a company wide GNN training and deployment framework.
- **Adversarial AI platform**: developed and deployed the first adversarial robustness service to guard against adversarial attacks through malicious image and text transformations
- **Deepfake Detection Challenge**: led the second phase of the Facebook AI Deepfake Detection Challenge. The challenge involved 2000 participants, and a $1M prize was awarded to the winners. Outcomes of the challenge involved a world-leading open-source dataset of 100k deepfakes, open-source models for deepfake detection to bring this technology to the wider community, and the deployment of a version of this technology at FB. Subsequently defined the next iteration of the challenge for 2021, leading community outreach and reaching internal buy-in up to the CTO.

March 19 - June 19

Senior Product Manager, Universal Catalog and Product Graph, *Criteo* *(Palo Alto, CA)*

Working as SPM on the Universal Product Catalog, responsible for the **ingestion pipeline** of 10,000+ retailers' product catalogs and the **ML enrichments** of product attributes (brand, category, global_id).

Projects included transitioning brand and category enrichment algorithms from logistic regression to deep learning, designing and implementing product unification through image similarities , prototyping a product image blacklisting mechanism (both auditing market vision APIs and building a model in-house) and rolling out a brand annotation/override UI.

Sept 17- March 19

Product Manager, Prediction & Sponsored Products Engine, *Criteo* *(Palo Alto, CA)*

In charge of four ML products: **auction/bidding**, **prediction algorithms**, **product recommendation**, and **keyword search**.

Designed, implemented and rolled out new sales prediction pipeline and bidding system impacting $100M revenue annually

- Researched latest game theoretic approaches to online auctions, identifying major areas for improvement. Demonstrated mathematical and commercial viability of my auction/bidding improvements directly to VPs
- Coordinated with four Engineering teams (22 people total) daily on design and delivery of new marketplace
- Conducted A/B test analysis and monitored commercial rollout across three geographies

Sept 16 - Aug 17

Product Manager, Creatives & Front-end metrics, *Criteo* *(Paris, France)*

Implemented and deployed new viewability measuring system to create logs to aid in prediction modeling.

- Led project end to end, resulting in +2% long-term revenue increase

Defined specs and drove delivery of new Demo Page tool.

- Showed a targeted representative sample of ads to clients on a new external tool
- Achieved 25% reduction in client validation time

Sept 15 - Aug 16

Product data analyst, Business Intelligence, *Criteo* *(Paris, France)*

- Drove analytical projects for the Creatives product, created relevant monitoring and rollout dashboards
- Led development of local A/B test platform for Creatives: defined relevant utility metrics, built aggregated logs/dashboard to conclude on outcome with statistical significance, drove rollout, trainings and maintenance

2011-2012

Officer Cadet in the ***French Air Force***

Went through basic training then joined the **Paratrooping unit** for **Survival Training of all air personnel.**

EDUCATION

2011-2015

Master of Science in Engineering, *Ecole Polytechnique (Paris, France).*

France's top university for engineering and mathematics. Intensive coursework in Applied Mathematics..

2009-2011

Bachelor of Science, *Lycée Hoche (Versailles, France). Physics Rank: 1/44. Mathematics Rank: 4/44*

Advanced two-year intensive undergraduate program in Mathematics and Physics.

SKILLS

Programming languages: Proficient with Python/(inc. NumPy) / SQL / Hive. **Familiar** with Java, PyTorch (through completion of Stanford CS231N).

Languages: English (Fully bilingual), **Spanish** (Fluent), **German** (Basic)

OUTSIDE INTERESTS

Debating **2nd place in the 2014 Transatlantic Debating Tournament**, included best university teams from USA, France, Germany, UK.

Music: 12 years of classical piano at *Conservatoire National Régional* (End of Course Diploma awarded with High honors)

Sports: Triathlon (**3rd in 2016 French National Championships for Duathlon** in 20-25 age group)

Skydiving (250 jumps, 2014 national championships, President of the Ecole Polytechnique skydiving club)

Meihua (Mika) Stefanie Eddy

mswang@stanfordalumni.org · +1 (650) 521-4939 · linkedin.com/in/mikawang

Summary

10+ years in healthcare advising Fortune 100 companies, driving early stage ventures, and, most recently, launching products to support $200M in cost savings at UnitedHealthcare. Excelled in strategy consulting, where I was promoted at the top of my class and fast-tracked to interim CEO of a spin-out. My mission is to leverage low-cost technology to improve access and delivery of care.

Work Experience

UNITEDHEALTH GROUP *Largest US payer and health organization* — Los Angeles, CA (remote)
Director of Clinical Product Innovation | Population Health — 2019 - present

- Launched inaugural offerings with 3 major hospital systems to help drive shared MBO target cost savings of $200M in 2020
- Presented to largest E&I public sector client out for bid; won the bid, retaining 40K members and generating CEO buy-in
- Championed Amazon partnership across organization--UHC division CEOs, legal, product & engineering--and Amazon legal, Alexa Health teams--to develop a HIPAA compliant product; selected as one out of 6,000 to join HIPAA program
- Owned business product and led two Optum scrum teams developing voice assistants for provider groups to steer members towards higher quality care while achieving significant SG&A savings through call obviation across all LOB

DECIBIO CONSULTING *Boutique consulting firm focused on precision medicine* — Los Angeles, CA
Interim CEO (DeciBio Analytics) | Head of Product Strategy | Project Leader | Dir. Special Projects — 2017 - 2019

- Responsible for $1m in revenues; led team of 3 direct reports with zero turnover in 2.5 years
- Spearheaded development of data-as-a-service products including first ever Tableau-based liquid biopsy competitive intelligence tracking tool resulting in $750k in sales, leading to spin-out of DeciBio Analytics Inc.
- Early-promoted 3x: Dir. of Special Projects → Project Leader → Head of Product Strategy → interim CEO of DeciBio Analytics
- Gained critical operating experience at a small, fast-growing company; built Operations playbook, streamlining processes from accounting to business development, contributing to 250% growth in overall revenue over 2.5 years

U.S. STATE DEPARTMENT — Xi'an, China
Fulbright Research Fellow — 2015 - 2016

- Led team of Chinese PhD researchers in conducting first ever study using standardized patients to evaluate quality of optical care in China; collaborated with Stanford researchers to provide eyeglasses to over 200M children in rural China

NEPHOSITY *Rock Health-incubated startup (nephosity.com)* — Los Angeles, CA
Director of Business Development — 2013 - 2014

- Recruited by CEO to launch a HIPAA platform for virtual care; established 20+ partners and presented at Stanford MedX

LEK CONSULTING — Los Angeles, CA
Senior Associate | Associate — 2011 - 2013

- Promoted to Senior Associate at top of class with 'outstanding performance' notation; awarded WOW and Spot awards

Education and Professional Certificates

STANFORD UNIVERSITY | *BA Human Biology, Minor Modern Languages (GPA: 3.7/4.0)* — 2011
HARBIN INSTITUTE OF TECHNOLOGY | *Critical Language Enhancement Award in Mandarin* — 2015
GENERAL ASSEMBLY | *Data Science Immersive Certificate* — 2017
PROFESSIONAL SCRUM PRODUCT OWNER CERTIFICATION | *Credential ID: 499933* — 2020

Leadership and Community

Board Member: Stanford Professional Women Los Angeles; XX in Health LA Founding Ambassador; CSweetener Mentee
Interests: early stage investing (Spike Ventures Fellow), creating products for mixed-race kids (Adalu), mentoring rockstar women

MARCUS EDWARDS

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EDUCATION

Stanford Graduate School of Business **Stanford, CA – 2022**
Master of Business Administration Candidate; Master of Science in Land Use and Agriculture (E-IPER) Candidate

University of Illinois at Urbana-Champaign **Champaign, IL – 2017**
Bachelor of Science in Bioengineering, Cum Laude; Minor in Hoeft Technology & Management Program

Honors and Campus Leadership: Founding president of Phi Kappa Tau fraternity • Hoeft Technology & Management Student Board President • Dean's List • James Scholar • Stanford GSB Arbuckle Fellow

EXPERIENCE

The Nature Conservancy | Global Fisheries Extern Palo Alto, CA **June 2021 – September 2021**

- Co-created replicable system of long-term contracts and sustainable practices for retailers and suppliers to decarbonize supply chains
- Built industry-first financial model for fish suppliers to assess holistic profitability and financing for electronic monitoring systems

Bain & Company | Consultant Chicago, IL **September 2017 – August 2020**

Pro-bono – Racial and Social Equity Strategy

- Identified Bain Chicago's first non-profit partner to improve racial and social equity in Chicago by reducing gun violence
- Codified sourcing best practices for non-profit organizations to be leveraged across North America for future strategic partnerships

Private Equity Group – Due Diligence and Portfolio Company Strategy

- Evaluated a grocer's ability to expand into a $600B adjacent market using industry performance analysis to determine attractiveness
- Analyzed attractiveness and presented key findings of outpatient survey market to senior management of a $80B AUM PE fund

Retail – Grocery Merchandising Transformation

- Created Tableau data visualization, enabling grocery buyers to negotiate COGS savings of $4B over a 5-year period
- Won 2nd place in Bain Chicago Results Challenge competition for delivering exceptional client impact

Retail – Grocery E-commerce Strategy

- Designed predictive analytics model to forecast e-commerce grocery demand using local demographic data
- Identified elements to differentiate the grocery website and mobile app by leveraging a consumer survey with over 15K respondents

Retail – Amazon Strategy and Implications

- Published Bain intellectual property to give clients a perspective on how to compete effectively with and against Amazon
- Formed holistic understanding of Amazon's operations, with subject matter expertise in grocery and logistics business units

Plenty Unlimited | Strategic Finance Extern South San Francisco, CA **October 2019 – February 2020**

- Developed go-to-market strategy and partnership proposals for Fortune 500 grocers in conjunction with business development team
- Constructed new, flexible financial model for next line of Plenty farms by collaborating with engineering, finance, and farm ops teams
- Directed analytics efforts for packaging and logistics cost reduction, quantifying potential run-rate EBITDA savings of over $500,000

AbbVie | Engineering Intern North Chicago, IL **June 2016 – August 2016**

- Analyzed financial feasibility and return on investment for capital projects in excess of $300,000

Kraft Heinz Company | Mechanical Engineering Intern Dover, DE **May 2015 – August 2015**

- Devised packaging line system improvements with projected annual savings of over $160,000

ADDITIONAL

Associate Consultant Intern Diversity Program Lead **May 2018 – August 2020**

- Launched new diversity and inclusion initiative to incorporate D&I into Bain's internship program; received award for being most impactful recruiter of the Associate Consultant tenure, and expanded program to include post-MBA hires after initial success

Bain Affinity Group Leadership **November 2018 – October 2019**

- Served as Ombudsman for Bain's LGBTQ group (BGLAD) and created pulse check surveys, implemented improvements to diversity and inclusion initiatives, and ran quarterly meetings to share insights
- Established and joined Blacks at Bain (BABs) leadership team and directed office-wide event centered around code switching and identity; awarded for making significant impact to Bain's culture and affinity groups

Community Impact Case Work **March 2018 – December 2018**

- Led a team of 4 other Associate Consultants to prepare a business strategy for the Rebuild Foundation to launch a new product line and promote hiring from a work program in the South Side of Chicago
- Prepared an overview of the U.S. experiential learning landscape and partnership strategy for Embarc, a non-profit dedicated to promoting and organizing experiences for low-income students

Skills: Alteryx • Tableau • MS Office

Interests: Cooking • Entrepreneurship and VC • Food waste and sustainability • Education • Hiking/nature

Awards: 2018 Bain Associate Consultant Recruiting Impact Award • 2019 Bain Firm Building Assets Award – selected out of 250 colleagues

ALEXANDRA ATHENA EITEL

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

GEORGETOWN UNIVERSITY Washington, DC
Cum Laude, Bachelors of Science, International Relations 2013

- Concentration on Chinese Politics and Mandarin
- Vice President of Delta Phi Epsilon Professional Foreign Service Sorority

Experience

YOUTUBE
Public Figures Team, Senior Strategic Partner Manager Los Angeles, CA 2018-2020

- Chosen to conceptualize the strategy and develop the leads list for YouTube's new pilot program to on-board TikTokers. Supervised a $1M budget across the US + Brazil which resulted in onboarding 50 creators amounting to 100M subscribers in 6 months. Advised 5 managers on contract negotiation, business development, and partner management. Streamlined program communication to C-Suite executives.
- Identified high potential celebrity partners, and provided technical, strategic, programmatic and creative support. My partners including Gordon Ramsay and Jessica Alba have garnered over 6 billion minutes of watch time averaging 200% YoY growth. Partners in my portfolio, 33% of which are women of color, have outpaced growth metrics of the team's portfolio by 150%.
- Managed a budget of $1.6M to distribute to clients to off-set production costs. Attracted an additional $3M to attract and retain key partners via branded deals and secured cross-functional partnerships across product, PR, marketing, and YouTube Originals to identify new opportunities for partners across Google.

Creator Acquisitions, Strategic Partner Manager San Bruno, CA 2017-2018

- Onboarded 100+ influencers onto YouTube, including pitching them the value of YouTube, and solidifying a new channel strategy. Consulted the highest performing partners in the team's portfolio who reached 1 million subscribers in 6 months.
- Won a global competition out of 40+ business proposal submissions; concept was to refine the overall visit experience for VIP guests, including a bespoke physical space that allowed for a commemorative moment.

CREATIVE ARTISTS AGENCY New York, NY
Commercial Endorsements, Agent Trainee 2015-2017

- Active member of a 12-person department that annually negotiated over $500 million worth of strategic brand partnerships for CAA clients. Deals included TV commercials, print campaigns, media initiatives, personal appearances & social media posts i.e. Jennifer Lawrence for Christian Dior.
- Identified potential partners for business development, wrote proposals and designed client pitch materials.

Commercial Endorsements, Assistant 2013-2015

- Primary administrative support for deal negotiations and organization which included reviewing legal contracts, tracking $90M worth of payments annually, and prioritizing and handling incoming requests.
- Nominated to the Agent Training Program, which identifies and promotes the next generation of leaders.

Additional

- Conversational in Mandarin and proficient in French.
- Member of *Time's Up,* the Hollywood-funded organization to combat sexual harassment. Consultant and advisor to CEO of Peer Health Exchange, an organization that brings sexual health education and mental health services to underserved communities. Member of the UCLA Hammer Museum's Youth Board.
- Devoted skier and avid reader of apocalyptic fiction.

Mahamad El Tanahy British-Egyptian Tech Entrepreneur

moe@brightcreations.com, +201001006694, Villa B57, Allegria, Sodic, Sheikh Zayed, Cairo, Egypt

Hands-on innovator and entrepreneur that is passionate about leading *businesses*, *tech products* and *people*. Founder & CEO of Bright Creations & Mindsalike and board member of a number of diversified businesses namely in Education, Entertainment, Media, Social, Technology, & Insurance. Built a team of 65 employees with revenues of $1 million from a bootstrapped investment of $20k. Delivered 160+ software projects including scalable online platforms for Google. Connect over 1,500 high impact entrepreneurs & investors in the Middle East through Mindsalike.

WORK EXPERIENCE

Founder – DAZU Payments | Egypt **06/2020 - Present**

Building the first digital bank in Egypt. Built business plan and Minimum Viable Product (iOS, VueJS, Laravel)

Founder – Mindsalike Entrepreneur & Investor Network | Egypt **08/2016 – Present**

Launched the first entrepreneur network in Egypt & the UAE. With 1,500 exclusive members, an average of 200 attendees per event and 7 events per year, Mindsalike has become a creative melting pot for entrepreneurs, investors, VPs and CEOs to meet informally and build powerful relationships. In 2019, Mindsalike expanded to 3 cities in the Middle East. (www.mindsalikenetwork.com)

Angel Investor & Board Member – Orcas | Egypt **01/2019 – 12/2020**

Mentoring an early-stage start-up that connects customers to tutors & babysitters.

Board Member, Family Business – CONNEX Assistance | Egypt **01/2018 - Present**

Providing support in the development of the annual strategy, corporate restructuring and technology. CONNEX Assistance is the leading travel assistance company in the Middle East.

Owner & Board Member – Urban Legends | Egypt **01/2016 – 12/2020**

Investor and board member of Urban Legends; a hospitality company specializing in nightlife and food & beverage concepts; the first of which is Cairo Jazz Club 6/10, a 1,200-capacity night-club in Egypt.

Founder & Managing Director – Bright Creations | UAE & Egypt **01/2007 – 06/2020**

Founded Bright Creations into one of the leading software houses in Egypt and the UAE. (www.brightcreations.com) - Key achievements include:

- Building a global client portfolio of 40+ across sectors including Google, MBC, Hill & Knowlton, Porsche, Lenovo, EFG Hermes, Americana, Nokia, Du, Mall of Arabia, Al Fozan Group, Saudi & UAE Governments
- Strategizing and building a business with revenues of $1 million USD and 2 offices from an initial capital of $20,000 with 85% growth y-o-y for the first 5 years
- Managing staff hiring to grow the company to a team of 65+ with 5 successful service departments
- Delivering 160+ software projects across web, mobile, social, eCommerce, eLearning, IoT and more.
- Delivering digital products regionally and globally including (selected few):
  - Google Data Visualization Platform | Google USA – billions of records displayed in seconds
  - Cairo360.com | Content City Guide – 2 million readers per month
  - Roadcast | Uber Entertainment System – launched across 700 cars in partnership with Uber/Careem
  - CONNEX | Insuretech Case Manager – innovative method of capturing data from case officers
  - Sawtak | Elections Website – launched during the Arab Spring – hit 300,000 unique visitors / day
  - Mgadeer | Food Ordering Service – fully featured and launched for client in Saudi Arabia
  - Travel Bucket | Travel app – designed in 1 day and MVP launched on store in 3 days
  - Nav&Go | Wayfinding and indoor navigation using iBeacons – powers Mall of Arabia app in Egypt
  - PassIn | mobile attendance app – innovated employee attendance using Wifi, Bluetooth & GPS
  - Car7araj | Car Marketplace – successful launch in Saudi Arabia
  - Zealous | Creative Social Network – launched for Zealous UK
- Received awards & PR coverage for work in local and international media including Forbes.com
- Asked to speak at multiple regional events as well as mentor entrepreneurs and start-ups

Business Responsibilities:

- Strategizing & driving vision through growth & creation of new services & products
- Building a solid sales team, and leading business development activities, writing proposals, building pricing schemes and setting up a sales team to sell our services & products
- Building our B2B marketing strategy to target our customers in Egypt & the region
- Financial planning, forecasting, budgeting and control across company and projects
- Leading HR practises (recruitment, training, policies, appraisals, team-building)
- IT & Infrastructure planning and management to automate and help scale processes to manage growth

Delivery - *Product & Project Responsibilities:*

- Architecture and programming of products and services using Java, Python, PHP, Android & iOS.
- Portfolio Manager for all projects, in conjunction with my project/account managers & team leaders
- Project planning, resource allocation, budgeting & tracking.
- Introduced SCRUM agile methodology using story boards, release planning and iterations.
- Client Servicing – servicing the needs of clients on projects that my team manages
- Consulting – UX consulting and business analysis for initial phases of project
- DevOps – building DevOps process and pipelines using Jenkins (2008) and Gitlab CI/CD (2018)

IT Consultant – Accenture, UK **06/2004 – 01/2007**

Strategic Business Consultant Role, Metropolitan Police, Government (≈5 months)

- Part of a team of 4 consultants working with the Met Police to transform their HR processes
- Captured As-Is processes & designed To-Be processes in workshops with the clients

Strategic Business Consultant Role: Home Office, Government (≈2 months)

- Performed a strategic review of the impact of PCSO officers in the UK police forces
- Conducted reviews and developed business cases for change programmes, analysing their impact on cost, performance, internal customers and the general public

Business Development Roles: (2 months)

- Analysed opportunities at the Ministry of Defence & developed account plans
- Identified sales leads for Accenture with the UK Borders which was their target segment
- Wrote proposals for projects in South Africa e.g. Old Mutual, a Mutual Fund

IT Transformation Consultant Role, Rural Payments Agency (Approximately 2 years)

- Led the Partial Payments team which built the contingency system that paid GBP 680 million to farmers
- Project management, requirements gathering, business process analysis, functional & technical design, build, test, deployment & post go live support for the RPA Release 2, 3 and partial payments phases.
- Negotiated scope and changes with client to balance requirements against budget & time

INITIATIVES & OTHER ACTIVITIES

Angel Investor, Cairo Angels – Angel Investment Network | Cairo, Egypt	2017 - 2020
American Chamber of Commerce Entrepreneurship & Innovation Committee | Cairo	2017 - 2019
Betapitch Cairo Judge | Cairo, Egypt & Berlin, Germany	2017
Mentor - Flat6Labs, Astrolabs, INJAZ | Cairo, Dubai	2015 - 2017
Speaker – ArabNet, RiseUp Summit | Cairo, Egypt & Beirut, Lebanon	2015 - 2016

EDUCATION

MS Management, Stanford Graduate School of Business	2021-2022
iOS Developer Nanodegree, Udacity	2020
MIT Deep Tech Bootcamp, Massachusetts Institute of Technology	2019
Project Management Professional (PMP) – License 2176820,	2017 – 2018
BSc. Computer Science with Management (1st), King's College London, University of London	2000 – 2003
New Cairo British International School, graduated at the age of 16, Cairo, Egypt	1998 – 2000

DIVYA ELANGO

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https://www.linkedin.com/in/divya-e/

EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate, 2022 (Co-President of Fintech Club, Investor at 21Fund)

University of Southern California **Los Angeles, CA**
Master's in Computer Science, 2012

Anna University **Chennai, India**
Bachelor of Engineering, Electrical and Electronics, 2010

EXPERIENCE

FIN VC **San Francisco, CA**
VC Summer Associate *August 2021 – October 2021*

- Working as a venture fellow for FinVC, fund II. Developing thesis, doing sourcing, and due diligence in the B2B Fintech space.

GOLDMAN SACHS **San Francisco, CA**
Investment Banking Summer Associate, SF TMT Group (Received full-time offer) *June 2021 – August 2021*

- Worked on 4 IPOs, 1 M&A, 1 convertible debt, & VC coverage in Internet, Enterprise SaaS, Fintech, and Semiconductor spaces.

VALO VENTURES **San Francisco, CA**
VC Associate *June 2020 - June 2021*

- Doing investment thesis and research on 3 megatrends - A) AI & Mobility B) Climate Change C) Financial Inclusion
- Sourced 50+ companies as part of theses and outbound sourcing, took first meetings with foudners. Performed due diligence on live deals. Select transaction: Assisted principal on "Road Runner Recycling" deal - a marketplace upping recycling rates of waste.

WAYMO, ALPHABET **San Francisco, CA**
Product Manager Intern, Autonomous Vehicle Simulation Systems (Received full-time offer) *May 2020 - Sept 2020*

- Worked on 4 different projects through the course of summer. Launched feature supporting scaling of "source of truth" workflows.
- Did a competitive analysis of simulation softwares & AVs to identify new ways to quantify simulation's impact on Waymo's mission for subsequent fundraising. Wrote a product requirement document to integrate a productivity tool into the triage system.

LAUNCHPAD, STANFORD ACCELERATOR **San Francisco, CA**
Co-Founder, Wise Growth (One of 10 teams selected from over 90 Stanford teams) *March 2020 – May 2020*

- Wise Growth connects savers with financial advisors to manage financial lives. Drove $15,000 TTV in 3 months of incubation.

KOHLS.COM **San Francisco, CA**
Senior Product Manager, Ecommerce *2018 – 2019 (1yr)*

- Owned Search & Big Data Personalization on Kohls.com $4B website. Managed $2.5M yearly budget for product development.
- Launched features that created $12M revenue lift. Was part of a 6-person task force team with a goal to increase revenue by 30%.

HIGH FIDELITY VR (Open Source Virtual Reality, Founded by Philip Rosedale, creator of Second Life) **San Francisco, CA**
Product Manager *2017 – 2018 (1.5 yrs)*

- Managed 12 engineers across three teams (Server, Engine and Mobile) to launch key features that drove growth & engagement.
- Pitched & launched an Android Beta VR mobile app in 4 months. Did product demos to investors in a successful $35M fundraise.
- Ideated and launched content backup and restore feature that received excellent reviews and increased content creation by 30%.

SHOPSTYLE, INC. (Acquired by Ebates, Part of Rakuten Inc.) **San Francisco, CA**
Lead Backend Engineer for Shopstyle Collective (Influencer program of Shopstyle, Inc.) *2014 – 2017 (3 yrs)*

- Promoted from Software Engineer to acting Lead Engineer in 15 months; Mentored junior developers. Placed on leadership track.
- Launched features like "Looks & Collection," that increased revenue by 4% in 6 months & gave the platform a competitive edge.
- Oversaw scaling projects that loaded user analytics dashboard 4x faster, reduced maintenance cost by 60%, and boosted NPS.

ADDITIONAL

- **Operating Partner & Investor@ 21Fund** (Fund started by GSB class of 2021 to invest in startups founded by fellow classmates)
- **Co-President of Fintech Club@ Stanford Graduate School of Business** (Organize employer and community networking events)
- **Associate@ Stanford Women in Board** (Organization that helps place Stanford women onto boards of public companies)
- **Strategy / Advisor@ Various Fintech Startups** (21Fund Portfolio Companies, LoanHero, Synctera)

Kimiloluwa Fafowora

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EDUCATION

Stanford University, Graduate School of Business **Palo Alto, CA**
Master of Business Administration Candidate *May 2022*

Harvard University, Honors Degree in Economics & Spanish (GPA: 3.7) **Cambridge, MA**
Honors Bachelor of Arts in Economics with a Citation in Spanish *May 2017*
Vice President of Pre-Law Association and Study Abroad in Madrid (Universidad Carlos III)

EXPERIENCE

Brandable **Los Angeles, CA**
Strategy Manager at Consumer Product Goods Startup *2019 - 2020*

- Created process, structure, and rigor cross functionally to align product development with financial goals and initiatives
- Supervised allocation of resources across organization to minimize waste and optimize likelihood of success via financial modeling, distribution strategy, marketing strategy, and market research
- Built infrastructure to support company's acquisition strategy by spearheading outreach to potential targets and leading due diligence (financial analysis, legal document review, market landscape assessment, and valuation proposal)
- Generated $2-3M in cost savings via acute project management that quelled foreseeable complications and avoided delays

Silversmith Capital Partners **Boston, MA**
Growth Equity Investor *2017 - 2019*

- Evaluated deal opportunities through financial modeling, market research, and business diligence in order to address all foreseeable investment committee questions and concerns
- Led enterprise software deal origination efforts by engaging senior management of 800+ companies, resulting in proprietary investment opportunities; regularly exceeded weekly quota targets by 75%+

Select Transaction Experience

Webflow: sourced investment in low-code web design and hosting platform backed by Khosla Ventures and Y Combinator (*Closed)*

- First analyst in firm history to source a proprietary deal
- Analyzed customer retention metrics, LTV:CAC trends, and website to customer conversion rates and utilized KPI directives to create detailed returns model
- Prepared diligence presentation materials with customer-level financial model and client trend analysis, resulting in committee approval

Majority investment in tech-enabled captioning and transcription software (*Executed LOI)*

- Built detailed multi-statement total addressable market and serviceable addressable market analysis that was leveraged to assuage investment committee concerns surrounding potential growth opportunities for target
- Conducted customer & expert reference calls to determine criticality of product, user pain points, capability-gaps, and qualify whitespace opportunity

ADDITIONAL

- **Board Member of MOSTe (Motivating Our Students Through Experience - nonprofit)**
- **Technical Skills:** Financial Modeling, Web Design, Microsoft Office, and Stata (statistical analysis)
- **Linguistic Skills:** English, Spanish, and Yoruba
- **Interests:** Travel, Photography, Hosting Dinner Parties, Behavioral Economics, and Black Mirror

JOHN FAGAN, CFA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate; Master of Public Policy 2022
Hoover Institute Student Fellow – Inaugural Class

CFA Institute
Chartered Financial Analyst 2018

DEPAUW UNIVERSITY Greencastle, IN
Bachelor of Arts in Economics, Graduate of Management Fellows Honors Program 2013

- Honors: Phi Beta Kappa, Magna Cum Laude, Christena Biggs-Kathleen Steele College Writing Award

Work Experience

Altamont Capital Partners – Amplity Health Palo Alto, CA
Summer Chief of Staff 2020

- Created business plan to launch "Nursing on Demand" program serving patients impacted by the COVID-19 pandemic
- Managed undergraduate intern to produce work that changed executive decisions in multiple business units

Curai Health Palo Alto, CA
Product Team Intern 2020

- Recruited women's health user focus group. Developed and implemented market research interview process.

Eli Lilly and Company Indianapolis, IN
Associate Brand Manager*, Specialty Payer Marketing – Osteoporosis and Immunology* 2017 – 2019

- Led U.S. pricing, reimbursement and access strategy for FORTEO
  - Coached account managers on payer messaging and negotiated with pharmacy benefit managers (PBMs) and health plans; presented deals to U.S. leadership; led associates in deal analytics and contract development
  - Profitably maintained current access in 2019 and restored access at Express Scripts' National Preferred Formulary
  - Changed Lilly's belief on how far the organization could reach to preserve access at Express Scripts' custom accounts, resulting in preserving access at Anthem and seven other top custom accounts
  - Designed and launched innovative patient access program enabling patients to access FORTEO therapy regardless of insurance coverage; this represents the first time Lilly has had this type of program for a late-lifecycle brand
- Led team to develop and implement FORTEO's loss of exclusivity (LOE) strategy; gained approval for innovative approach that enhances patient access, reduces per patient cost of branded/generic FORTEO and increases revenue after mid-2019 patent loss by $100M - $200M+ versus Lilly's historical LOE strategy
- Development of potential unique patient access solutions for a new immunology brand; personally developed the top two ideas chosen by the business unit vice president to present to senior leadership in September 2018.

Sr. Associate*, Business Development - Contract Management and Analytics* 2016 – 2017

- Connected insights from subject matter experts to develop the foundation of Lilly's immunology payer analytics
  - Developed a contract analytics tool to understand payer controls and competitive set impact on volume growth
  - Led deal analysis for TALTZ formulary access at all national pharmacy benefits managers (PBMs) and health plans
  - Generated big idea that resulted in innovative deal structure to reduce payer risk in first year of contract that secured TALTZ formulary access on CVS Caremark's Advanced Control Specialty Formulary
  - Developed and presented customer facing budget impact model for OLUMIANT to CVS Caremark in 2017
- Led deal analysis and contract development across Lilly's portfolio for East Coast regional health plans and PBMs
- Implemented value-based agreements for TRULICITY and FORTEO at Harvard Pilgrim

Financial Analyst*, Lilly Research Labs - Medicines Development Unit* 2013 – 2015

- Finance lead partnering with scientific and other business leaders to deliver three major company initiatives:
  - Next Generation Drug Development: Built the business case, drafted executive governance materials and set up financial controls for a $300M program that reduced Lilly's average drug development time by two years
  - Lilly Capabilities Center India (LCCI): Partnered with scientific leaders on operational work-steams to drive margin improvement through LCCI; created executive governance documents and financial controls; coordinated creation of legal entity; 2018 plan: 350 employees and $40M savings
  - Global Services Footprint: Partnered with human resources to identify optimal global services (finance, IT, HR) footprint for OUS affiliates; savings estimated at $50M per year
- Led planning, forecasting and reporting processes for Lilly's Statistics and Advanced Analytics, Medical Writing, Data Sciences and Clinical Data Flow organizations (700+ employees and $250M+ budget)

HANNAH FARR

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

STANFORD UNIVERSITY Stanford, CA
Bachelor of Science in Science, Technology and Society (STS) 2015

- Coursework included Economics, Business Management, Accounting, and Computer Science (GPA: 3.7/4.0)
- Four-year Division I Varsity dual-sport athlete and first female in Stanford history to play soccer and lacrosse
- Recipient of the Stanford Athletics Department Pat Strathairn Most Competitive Female Athlete Award (2015), Division I National Champion (Soccer, 2011), Lacrosse All-American (2014), Named to the Tewaaraton Watch List (Awarded to the top female college lacrosse player in the U.S., 2014-2015), League Player of the Year (Lacrosse, 2014), MPSF All-Academic Team (Lacrosse, 2013-2014), PAC 12 All-Academic Team (Soccer, 2013-2014), Two-Time Team Captain (Lacrosse, 2014-2015)

Experience

NATIONAL FOOTBALL LEAGUE New York, NY
Senior Manager, Media Strategy & Business Development 2019-2020
Manager, Media Strategy & Business Development 2018-2019

- Part of a four-person team responsible for negotiating and ensuring execution of the NFL's multi-billion dollar media licensing deals for its live game packages that account for ~50% of the NFL's revenue
- Built model to assess value of NFL live games to media partners that directly aided in negotiations for the next cycle of deals with major media companies, including Disney, Comcast, ViacomCBS, Fox Corp. and Amazon
- Oversaw weekly partnership management and execution of Amazon's Thursday Night Football streaming package, one of the first executions of a major sports league's game package with a digital-only media partner
- Led materials creation for quarterly meetings with League Ownership and attended 4+ of these meetings as the youngest representative from the League Office
- Selected by executive team to join the Commissioner Awards Committee, a 30-person company-wide group responsible for recognizing top performing employees globally and promoting culture initiatives
- Managed Junior Rotational Analyst (rotates into group for ~3 months as part of post-college rotational program) and the internship program (hired 2-3 interns each summer) for team

TPG CAPITAL San Francisco, CA
Analyst, Funding Group 2015-2017

- Managed due diligence processes, produced key fund documents, analyzed fund and portfolio company performance and created investor presentations for TPG VII, the Firm's $10 billion flagship private equity fund
- Modeled the impact of various fee structures and formulated go-to-market strategy to launch two new funds strategies for the Firm, TPG Energy Solutions (newly formed standalone energy platform) and TPG Strategic Infrastructure (large-scale Emerging Markets infrastructure fund)
- Worked directly with the TPG co-CEOs to perform analyses and create materials for the Global Partners' Group annual strategy meeting
- Ran Analyst recruitment process (hired 1 analyst per year) for team

CODE ADVISORS
Investment bank focused on assisting early-stage consumer internet companies San Francisco, CA
Summer Analyst 2014

- Assisted on analyses related to a private placement for FitBit (fitness connected device company)
- Conducted market research on e-commerce trends and key players and presented findings to leadership

Additional

- Tutored two sixth graders once a week through Harlem Lacrosse while in New York City
- First female member of 14-person US Soccer Federation New York City Young Professionals Committee, responsible for local fundraising efforts to build fields in underserved communities
- Drafted to the Boston Storm in the inaugural season of professional women's lacrosse (traveled to play games Thursday-Sunday each week, while continuing to work at TPG)
- Enjoy trail running, surfing, Jocko podcast, NPR Tiny Desk concerts, and coaching kids

JONATHAN FAUBERT

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA, USA
Master of Business Administration Candidate Expected 2022

- **P4D Bonini Fellow:** selected member of MBA class (1 of 420) for a full tuition competitive pre-MBA fellowship based on ability to bring a unique perspective to the GSB community and Eli Lilly (no return post-MBA commitments)

UNIVERSITY OF NOTRE DAME Notre Dame, IN, USA
Bachelor of Business Administration I Majors: Finance and Honors Economics 2010-2014

- **Notre Dame Hamilton Award for Finance:** Top 3 finance seniors with highest cumulative grade point average
- **Study Abroad Program Summer 2011 – Business in China Today,** Taiwan, Hong Kong, Shanghai, and Beijing

Experience

ELI LILLY AND CO. Indianapolis, IN, USA
US Oncology Marketing & Market Access - Stanford GSB Bonini Fellow 2019 – 2020

- Drove a 20% increase in brand campaign reach by designing and delivering first ever Multi-Channel Engagement campaign to pathologists at Lilly by creating segment strategy, messaging, channels, and tactics with a $1.3M budget
- Doubled testing rates in thyroid cancer by leading cross-functional team and implementing fastest go-to-market strategy (~70% faster vs standard) of a free testing program by simplifying tactical plan, aligning content, and executing training
- Established a new winning strategic messaging position for company towards payers by conducting first of its kind payer market research on reimbursement coverage policies of diagnostics and "Next Generation Sequencing"
- Enhanced brand's payer value message by developing brand's internal and external price communication strategy, convincing senior leaders to adopt process as a new corporate benchmark for future launches at Lilly
- Built 25+ effective pre- and post- product launch marketing tactics by guiding 3 creative agencies on the campaign strategy and by persuading and aligning with key cross-functional partners in legal, medical, and regulatory teams

SHIRE PHARMACEUTICALS (Now part of Takeda) Stockholm, Sweden
Finance Manager - Finance Business Partner for Nordics & Baltics Cluster 2017 - 2019

- Directed all planning and reporting activities across Hematology, Genetic Diseases, Internal Medicine and Baltic leadership teams across 8 countries representing 20+ brands, cross-functional teams of 30+ people, and 42% of sales
- Increased year over year sales by ~12% by creating models for price negotiations and securing reimbursement for 5 key brands in extremely competitive landscape with payer authorities in Sweden, Denmark, and Norway, 2 wholesaler contract evaluations, 12 business expansion cases in Baltics, and a financial evaluation for new office in Estonia
- Accomplishments: Early promotion from SFA to Manager, top grant performer in '17 and '18 (top 10% globally) 'Most Positive Employee' Nordic cluster award in '17, and 'Excellent Manager of Self and Others' cluster award in '18

Financial Leadership Program Analyst - Participated in a 3-year financial rotational program with roles in corporate HQ FP&A, global commercial teams, and regional manufacturing/operational areas at Shire, Baxalta (a Baxter spinoff acquired by Shire), and Baxter Healthcare 2014 – 2017

Rotation 4: Shire EMEA Technical Operations Finance (2016 – 2017) Zurich, Switzerland

- Submitted in record time (1 month ahead) yearly standard costs of 1000+ SKUs for plant in Vienna (~$800M of VOP) by pre-costing RM, improving costing files, and boosting cross-plant collaboration allowing for deeper costing analytics
- Pioneered project to raise visibility to production related costs leading to a global evaluation of manufacturing costs in network, optimizing manufacturing steps, and closure of 2 sites
- Saved $5M in FY costs in material devices by spearheading an analytics initiative with contract manufacturer and improved manufacturing revenues by ~30% by leading volume expansion evaluations with 3rd party

Rotation 3: Baxalta Global Immunology Decision Support Finance (2015 – 2016) Bannockburn, IL, USA

- Facilitated decision making and gained buy-in from various senior leaders in marketing, medical and ops teams by leading financial modeling for projects including a $60M Tech Transfer deal, a Supplier Consolidation Risk Assessment, and a volume maximizing model for a constrained product increasing global sales by ~8% to $435M in 2015

Rotation 2: Baxter Global Supply Chain and Purchasing Finance (2015) Round Lake, IL, USA

Rotation 1. Baxter Global BioScience Planning and Reporting (2014 – 2015) Deerfield, IL, USA

Extracurriculars & Interests

- Strategy lead of Lilly Organization of Latinxs Community Outreach pillar (within the Latino Business Resource Group)
- Co-creator of Impacto (Hispanic Employee Resource Group at Baxalta – now Shire – now Takeda)
- Fluent in Spanish and English, Conversational in French. Dual Citizen of United States and Mexico
- Interested in hiking trails with natural wonders, exercising with suspension training plans, and growing own vegetables

Kevin Fauzie

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS

MBA Candidate; GMAT: 750; Scholarship: $83k 2020-2022 (expected)

- Coursework: Machine Learning (Python), Data Science, Data-Driven Marketing, Tech-enabled Business Model
- Independent Research on AI/ML business adoption challenges and SaaS platforms with Prof. Gabriel Weintraub
- Co-design and co-teach ALP 305, school's first Product Management course taught through experiential learning including product design projects with a leading career and education technology company (LinkedIn)
- Startup Garage project on addressing underemployment and unemployment in youth from low-income family
- Tech Club, Product Club, Student Association Senate, Section Representative, First-Gen and Low-Income Club President

NATIONAL UNIVERSITY OF SINGAPORE 2011-2015

Bachelor of Electrical Engineering with Minor in Business; 1st Class Honors (Top 10%)

- Coursework and thesis in Programming, Big Data Analytics, AI/ML, NLP, Neural Network, Regression Analysis
- Full-ride scholarship ($130,000) and International Physics Olympiad silver medal
- Worked full-time as a software engineer at Barclays Investment Bank (2014) and Micron Technology (Summer 2013)
- Led 10 co-curricular activities and started Social Entrepreneurship Idea Competition; Student Life Award recipient

Experience

AMAZON

Senior Product Manager - Tech 2021-2021

- Interviewed 47 customers and experts to map user journeys of new AWS enterprise users across application lifecycle
- Developed 6-pager product vision and specifications to simplify customer experience of less technically savvy AWS users and accelerate their onboarding time by 63%; Presented to and obtained buy-in from leadership, engineering, and sales

FREELANCER.COM (the biggest online freelance job marketplace globally with 50M+ users)

MBA Strategy Consultant 2021-2021

- Identified industry, education, and workforce trends, particularly in Data and Analytics, AI/ML, DevOps (no-code tools), Cloud, and Creator Economy through 50+ employer and practitioner interviews and secondary research
- Developed a market entry recommendation and execution plan incorporated into company's 2021 and 2022 plan

BUKALAPAK (small business B2B and B2C e-commerce platform and the first Indonesian tech company to IPO with $6B market value)

Pre-MBA Product Manager, New Verticals 2020-2020

- Investigated potential new marketplace verticals, conducted user research, and built product vision, financial model, and go-to-market strategy for the recommended verticals (content creator vertical and freelance consultant vertical)
- Obtained management approval for the proposal; verticals launched in 2021

JOHNSON & JOHNSON

Lead Product Manager (from Senior PM), Asia Pacific CRM and E-Commerce 2017-2020

- Founded Direct-to-Consumer E-commerce operation and personalized marketing capability of $X.XB consumer goods business (set vision and strategies, led prioritization and development, built teams, established processes); $X.XM budget
- Led 50+ cross-functional teams of 5 to 30 people across 12 countries from product ideation to launch; Realized $XXM business benefit by acquiring XXXK customers and increasing retention by XX% and average purchase by XX%
- Ran 100+ internal evangelism, training, and consultation sessions over 3 years that influenced 40+ brand managers globally to adopt new technology products (B2B2C SaaS marketing/CRM, e-commerce, and data and analytics)
- Broke promotion records in Asia Pacific; Consistently obtained the highest business impact ratings (top ~10% of all associates) over 5 years

Product Manager (from Associate PM), Technology Leadership Development Program 2015-2017

- Selected for a 2-year global, rotational leadership development program for future J&J technology leaders
- Spearheaded cross-functional teams to conceptualize, launch, and scale seven new patient and healthcare professional web and mobile apps as the lead and founding product manager
- Built a high-impact digital health mobile app improving patient medication adherence that won 5 awards, including a global J&J award (10 of 132,000 employees) and a Singapore National Healthcare Group award

Pro-bono Projects

KUARK (a leading Indonesian educational content creator which has 300k+ yearly consumers and was badly impacted by Covid-19) 2020

- Led product ideation and design for a consumer edutainment platform that secured CEO approval for development
- Investigated company's strategy and operation and proposed initiatives to grow revenue by 50% and profit margin by 30%

JOHNSON & JOHNSON 2015 - 2019

- Pitched, started, and led early career technology talent acquisition program in J&J Asia Pacific HQ; quadrupled number of early career talents in the organization and won "Best Contribution to Organizational Capability" award

Hobby: Improv (Club President), Skiing, Diving, Tennis | **Skills:** Python, SQL, ML, Tableau, New Product Development

STEVEN E. FERREIRA

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EXPERIENCE

STECO Capital LLC Palo Alto, CA
Founder & CEO *Oct 2018 - Present*
Technology holding company that acquires, builds, & advises vertical software and digitally native businesses

- Advising seed stage and series A startups on product and data strategy; one such client is a B2B supply-chain management software for cannabis industry
- Exploring a list of investment hypotheses and bad startup ideas, such as roll-up strategy of industry centered B2B software, and a direct-to-consumer sustainability focused tea brand called BLK Tea
- Submitted a bid to acquire a mobile gaming app; sourced and diligenced seed stage investments in an L.A. based direct-to-consumer premium denim brand and a NYC ice cream producer

Priceline LLC New York, NY
Director, Product Growth and Analytics *Oct 2018 – Aug 2020*

- Restructured a 5 person data team to identify and prioritize strategic opportunities, inform new product development, and measure key results; partnering with senior leadership & cross-functional teams
- Leveraged 400+ TBs of data for advisory services, and to built analytics and machine learning products
- Oversaw organization wide improvements to experiment efficiency of +25% number of winning tests and +75% incremental bookings per test; supported product managers in evaluating $250M+ of enhancements
- Select projects include organizational buy-in and shift toward customer LTV, adoption of hypothesis driven behavioral experimentation and OKRs, and navigating impacts of COVID-19 on traveler behavior

Senior Manager, App Growth *Jul 2016 – Sep 2018*

- Led revitalization of net profits for mobile app business from +12% to +30% YoY through ownership of user acquisition, retention, and engagement efforts; reporting progress to CEO, CMO, and CPO
- +40% growth in organic installs by initiating app store optimizations; invested $5M+ in paid user acquisition relying on experimentation and predictive analytics to find scalable and incremental channels
- 550k+ new bookings and $100M+ in transactional value through launch of push notification program

Manager, Business Intelligence *Jan 2014 – Jun 2016*

- Identified, developed, and implemented 100+ opportunities for conversion rate optimization
- Produced 30+ Tableau dashboards to enhance senior leadership's insight into key performance drivers
- Scaled team to 7 analysts through a streamlined recruiting, interviewing, and training processes

PricewaterhouseCoopers LLP New York, NY
Associate, Financial Due Diligence Advisory *Sep 2012 – Jan 2014*

- Advised private equity and Fortune 500 clients on $5B+ worth of M&A transactions by gauging industry attractiveness, identifying target company growth levers, and modeling EBITDA and working capital

EDUCATION

Stanford Graduate School of Business Stanford, CA
Masters of Business Administration Candidate *Sep 2020 - Jun 2022*

University of Connecticut Storrs, CT
Bachelor of Science (Honors) in Accounting and Finance, Summa Cum Laude *Aug 2008 – May 2012*

- Babbidge Scholar, Portfolio Manager of $1.3M Student Managed Fund, Finance Society Co-President

ADDITIONAL

Community: Transportation Alternatives (*safer streets advocate*), General Assembly (*data analytics instructor*)
Technical: SQL, Python, Tableau, Google Cloud (BigQuery ML, Text-to-Speech), Google Analytics, HTML
Interests: Ultra-endurance cycling, Wabi-sabi, Horology, Science Fiction

Nicole D. Feshbach

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Education

Stanford Graduate School of Business, *MBA Candidate* 2020 – 2022
• Arbuckle Leadership Fellow

Williams College, *BA in Mathematics* 2012 – 2016
• Women's Varsity Squash, *Co-Captain (2015-2016)*; NESCAC Sportsmanship, Second Team All-Conference, Academic Teams

Experience

Amazon Chicago, IL
Pathways Operations Manager Intern Summer 2021
• Led cross-functional (Sales, Product, Operations) project team responsible for increasing efficiency, decreasing costs, and increasing customer retention in Amazon's Freight business line
• Scoped and successfully implemented systemic processes across 15 fulfillment sites, resulting in $15MM+ in savings and increased revenue in 2021, with entitlement projected to double year-over-year

Collective Health San Francisco, CA
Senior Operations Team Lead (Promotions in 2018 and 2019) 2017 – 2020

Cross-Functional Project Leadership
• Led scoping and implementation of plan design and new feature development for new and renewal clients across teams (Product, Sales, Account Management, Clinical, Legal), leading to 98% client retention and 40% YOY growth
• Represented Operations in company's largest and highest priority new software implementation
• Collaborated with Product to build automatic logic to ingest and classify member's other insurance information (company's most complex operational workflow) increasing efficiency by 50% and improving accuracy, becoming company subject matter expert
• Selected as Sales liaison as company's leading expert on plan operations; lead responses to RFPs and sales leads
• Created and presented company strategy for new pricing vendor, implementing across Engineering, Legal, Product, Operations
• Headed cross-functional implementation of company's first mid-year client, establishing now-formal process
• Directed first-of-its-kind audit of claim adjudication workflows and processes for largest client, resulting in the best score received as a company – promoted to manage team of associates responsible for audits

People Development & Management
• As Senior Lead, managed two operations teams across two offices (San Francisco & Salt Lake City), totaling 15 direct reports
• As Lead, managed 10 direct reports responsible for plan administration of 8 clients, including largest (12k+ members)
• Recognized by management in 2019 and 2020 performance reviews as exceptional performer across people managers in Operations, youngest manager in company
• Developed department's biannual "Showcase" where team members present projects across the company, increasing visibility for junior employees, improving associate experience

Operations Leadership
• Oversaw 6-person team responsible for building medical coding and business logic for client plans (150+ plans for 50+ clients), resulting in industry-leading -0.3% annual health expenditures (vs. +5% average) across $500MM+
• Supervised 9-person team that leads operations compliance efforts in partnership with Legal; as manager, represented Operations at weekly council tasked with highest-complexity cases
• Directed Operations reorg and created new team structure to facilitate growth of Salt Lake City operations hub
• Selected by Director of Operations to restructure onboarding, workflows, and responsibilities for 80+ employees, enabling department to effectively triple employee count
• Led hiring process for manager and key plan design associate roles, designing position description and interview plans

Triage Consulting Group San Francisco, CA
Associate Consultant 2016 – 2017
• Audited, analyzed, identified, and recovered hundreds of underpaid claims for $1MM+ from insurance companies on behalf of one of the nation's largest healthcare systems, presenting to client executives
• Discovered highest source of underpayments, totaling $2MM+, for that system and delivered path to recovery

Additional

Volunteering: Stanford Women on Boards (Board Match Committee), SquashDrive

World Maccabiah Games: Captain of the USA Women's Squash Team, winning a silver medal for Team USA at the 20th Annual Maccabiah Games in Israel (third-largest sporting event in the world)

MACKENZIE FINDLAY

(425) 466-2961 | findlaym@stanford.edu | Palo Alto, California

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate Class of 2022

- Active member of: Women in Management (Board Member), Epicurean Club (Co-President), Tech Club, Consumer & Retail Club
- Relevant coursework: People Operations from Startup to Scale-Up; Accelerated Optimization, Simulation, and Modeling

WASHINGTON UNIVERSITY IN ST. LOUIS St. Louis, MO
Bachelor of Arts, magna cum laude, International & Area Studies and Women, Gender, & Sexuality Studies May 2015

- Honors and Awards: Phi Beta Kappa | Dean's List (all semesters) | 2015-16 U.S. Fulbright Fellowship Recipient | 2015-16 Luce Scholars Finalist | 2015 Hellen Power Award for Scholarship & Service | 2014 Undergraduate Summer Research Award

Experience

PATIO, Seed-Stage Consumer App Start-Up (Slack for college students) Remote
Business Operations MBA Intern Jun 2021 – Aug 2021

- Directed Ambassador strategic planning and activities to grow school user base, owning 30 school Ambassador relationships
- Implemented daily metrics analysis and reporting of user growth contributing to 58% growth in users in ten weeks
- Led recruitment for key marketing role, hiring 3 candidates; proposed and developed onboarding process and guide
- Proposed, researched, and implemented a CRM system for tracking Ambassador activities; reduced time spent by 20%

PATH, Global Health Non-profit Seattle, WA
Senior Business Operations Officer, Strategic Partnerships and Philanthropy (promoted twice) Nov 2018 – Aug 2020

Strategy and Operations

- Managed $4M team budget and crafted department's 2020 fundraising strategy for achieving $3.7M of unrestricted funding
- Designed and implemented segmentation strategy for 100,000 donors, enabling tailored outreach to specific audiences
- Led Salesforce product management, including business practice development, dashboard creation, and donor activity tracking
- Led sponsor and guest management for annual fundraising event, securing $470,000 of revenue at 2019 event

Analytical and Technical Ability

- Directed donor prospect research, including wealth screening, prioritization, and CRM integration, increasing donor pool by 20%
- Produced eight real-time dashboards for revenue reporting, reducing time spent producing reports by 20%
- Initiated and conducted data analysis project analyzing three years of donation data to forecast goals for each donor segment
- Prepared monthly business reviews analyzing YoY data and current progress to goal; presented to VP and CFO regularly

People Leadership

- Headed fundraising operations, leading four-person team responsible for all donor gift processing, data analytics, and reporting
- Created new hire onboarding process and guide, now used across 60-person division; trained and mentored nine new hires; participated in interviews filling four additional roles across the department
- Partnered with creative team to manage three appeals, driving 2x-3.5x revenue increases over respective prior appeals

PRR, Public Sector Communications Consulting Seattle, WA
Senior Research Project Coordinator (promoted once) Jun 2017 – Nov 2018

Research and Data Analysis

- Designed and managed a government study on Colorado driving experiences, analyzing 1,800 interviews; wrote 87-page report influencing policy and communications strategies for Colorado's 2045 Statewide Transportation Plan
- Won 2018 TransComm Excel Award (highest award for transportation PR campaigns) for research on marijuana-impaired driving; designed survey and analyzed 15,000 responses, learning what messaging resonates with marijuana users in Colorado

Project Management and Teamwork

- Directed internal teams, managed clients and vendors, coordinated timelines, and prepared reports for 25 research studies
- Collaborated with graphic designer, proposed and led redesign of department report template, reducing reporting time by 20%

FULBRIGHT FELLOW, U.S. State Department Merit-Based Grant Indonesia
English Teaching Assistant Aug 2015 – May 2017

- Taught English to 300+ high school students at a rural, military-prep boarding school in Borneo & an Islamic school in Sulawesi
- Coached English Debate Club, led weekly English Social Club, volunteered at after-school English program, mentored US cohort

Additional

- Houseplant junkie (literally 50+) | Creator of a semi-famous cooking blog | Seahawks and Sounders superfan | Washington wines enthusiast | Proud dog mom | Scuba diver | Proficient in Indonesian | Collegiate golfer | Avid hiker and gardener

Henry Finkelstein

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Education

Stanford Graduate School of Business	Sloan Fellow, MSx Program	June 2022
Yale University	BA, Economics	May 2009

Experience

Tepa — Englewood, CO

Tribally-owned government contractor offering construction, environmental, & professional services.

Director of Business Intelligence — June 2017 - Present

- Project managed Department of Defense mandated Cybersecurity Maturity Model Certification
- Integrated 5 data systems (accounting, HR, payroll, CRM, expense reporting)
- Successfully rolled out 7 firm-wide software packages to increase operational efficiency

Analyst — June 2016 - May 2017

- Deployed 40+ reports in overhaul of financial and operational data workflows

Cannabis Big Data — Longmont, CO

Venture-backed SaaS enterprise data toolkit for licensed and ancillary cannabis businesses.

Founder, CEO — May 2016 - Present

- Raised $389,000 through traditional venture capital and Reg CF crowdfunding
- Sold six-figure enterprise contracts as well as smaller SMB contracts
- Hired slow and fired fast
- Implemented marketing and sales automation to amplify small team

AllUrData — Colorado Springs, CO

Healthcare focused data processing firm.

Medicare / Medicaid Provider Account Manager — Dec 2015 - May 2016

- Developed and user accepted mockups for a longitudinal patient record
- Designed a lean & agile project management & task tracker tool for the team
- Deployed 27 SQL reports while decreasing turnaround from 3-6 months to 8 business days
- Documented fraudulent behavior and submitted to state investigators

Other Positions

Owner, Management Consultant	Green Peak Labs	Feb 2012 - June 2021
Chief Operating Officer	STI Innovations	Aug 2015 - Dec 2015
Owner, Creative Director	Zenith in Arts	Jan 2012 - Aug 2015
Marketing & Optimization Specialist	Provide Commerce, Inc.	Jan 2010 - Feb 2012
Director Business Development	Green Bride Guide	May 2009 - Dec 2009
Associate Consultant	Bain & Company	June 2008 - Sept 2008

Skills

Technical: Data (SQL Server, PowerBI, COGNOS, Google Analytics, Omniture, Segment)
Project Management (Jira, EOS, Asana, LucidChart)

Art & other: facilitation, event / art production, music, poetry, ceremonial tea

Grace Fish

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Masters of Business Administration Candidate 2020-2022

Princeton University Princeton, NJ
Bachelor of Arts in History 2011-2015

- Received Magna Cum Laude honors with a 3.9 Departmental GPA
- Honored with the William Koren Jr. Prize for achieving the highest GPA in History in the Junior Year

Oxford University Oxford, UK Oxford, UK
Study Abroad with direct matriculation in History program 2014

EXPERIENCE

Airbnb/HotelTonight

HotelTonight is a platform for hotel bookings. Airbnb is a platform for end-to-end travel experiences. In April 2019, Airbnb acquired HotelTonight to build out a new Hotels and Serviced Apartments business vertical on both storefronts.

Airbnb Senior Revenue Operations Manager (October 2019-June 2020) Berlin, DE

- Selected to be sole representative for Europe, Asia, and the Middle East on the 4-person internal Supply Revenue Operations strategy team to design/forecast new 2020 performance metrics for the130-person global Hotels and Serviced Apartments vertical
- Partnered with Data Science to design and build performance metrics and corresponding dashboards to track the HotelTonight and Airbnb business, used daily by 200+ account managers and weekly by the Executive Team
- Defined framework and built the weekly business operation reviews for HotelTonight's Executive Team and Airbnb's Hotels leadership team, from which the Supply organization strategy was set
- Built and ran global data tool and revenue driver trainings for new Supply team hires
- Served as head of Berlin Women@, Airbnb's affinity group for female professional development and on the Diversity and Belonging committee, focused on developing community within Airbnb and with external groups in Berlin

Senior Market Manager (January 2019-October 2019), *Market Manager* (November 2017-January 2019*)* London, UK

- Ran market strategy, account management for 300+ hotel partners, and business development for London, HotelTonights's #1 non-US market. Grew revenue performance from 14% year over year in 2018 to 40% in 2019
- Received "Top Talent Bonus" for 2018 for being in the top 10% of performers at the company; received 11.5% OTE bonus.
- Built and led 3-person project management team to execute the global rollout of the 100-day marketplace product, partnering with the Product, Data, Engineering, and Marketing teams (total team of 140). Outperformed targets 4/4 quarters for the year-long initiative
- Proposed, designed, and led a global competition for 90-person supply team, driving $617K in Q4 '18 incremental revenue
- Partnered with the Director of Europe, payments, product, and legal teams (team of 7) to plan and execute the HotelTonight Asia launch.
- Co-founded HotelTonight's global Women's Interest Network serving as head of programming for quarterly discussion groups. Achieved 80% female participation in less than a year, making it the largest employee resource group

*Market Coordinator, (*January 2017-November 2018) San Francisco, CA

- Ran market strategy and development for New Orleans, Portland, Houston, managing a combined 300 hotel accounts
- Developed New Orleans into the fastest growing market, jumping from the 28th to the 14th highest revenue producer in 8 months by growing hotel partnerships by 30%, becoming the top seller in North America, and achieving 100%+ annual revenue growth
- Won 5/5 internal Supply Team challenges on 30-person team to sell new product features to hotel partners

Toptal Remote
An Elite Technology Freelancer Platform 2015-2016
Growth Strategist

- Successfully pitched the Director of Operations on the value add of building out a freelance content writing team, and was responsible for hiring and managing a remote team of 6, ensuring they collectively produced 50 articles per week
- Planned and led an innovative 3-month recruiting roadshow across Brazil, Uruguay, and Argentina with 4 colleagues, achieving an ROI positive-trip which was recreated annually to drive applications to the freelance network and build community among its members
- Ghostwrote 70+ published articles for digital outlets (i.e., *Entrepreneur, Time)* on the rise of freelance work and gender divide in tech

Hall Capital Partners San Francisco, CA
Asset Management fund Summer 2014
Equity Strategies Group Intern

- Selected as 1of 2 research group summer interns, participating in equity manager meetings and conducting extensive research on potential new managers

ADDITIONAL

- Avid tennis player, serving as captain of the club tennis team at Princeton and joining competitive teams in London (Highbury Tennis Club) and Berlin (Tiergarten Tennis Club)
- Enjoy travel and film photography

McKenzie S. Folan

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF NORTH CAROLINA, KENAN-FLAGLER BUSINESS SCHOOL Chapel Hill, NC
BS in Business Administration with Second Major in Public Policy (Highest Distinction); Minor: History 2017

- Cumulative GPA 3.94; Dean's List (8/8 Semesters); GMAT: 760
- Morehead-Cain Scholar (Oldest Merit Scholarship in the US)**;** Buckley Public Service Scholar, Beta Gamma Sigma
- Kenan-Flagler Global Immersion Elective study abroad to Beijing & Shanghai, China and Ho Chi Minh City, Vietnam
- Senior Associate on Kenan-Flagler Business School Private Equity Fund, one of only student run funds in country with over $6M AUM
- Co-director of Jon Curtis Student Enrichment Fund, providing micro-grants to students to pursue their passions outside the classroom

EXPERIENCE

BAIN & COMPANY Atlanta, GA

- Rated in top 10% of class; awarded Role Model of Bain's operating principles

Senior Associate Consultant 2019 – 2020

- **Growth strategy, food and beverage:** designed, fielded, and cut 12K person consumer survey; used results to build customer segmentation in order to identify target customer segments and design three-year customer-based strategy
- **Agile transformation, retail:** helped design full-scale Agile reboot for large functional area based on employee survey and multiple client interviews; embedded on client teams to coach through implementation and iterate based on feedback

Associate Consultant 2017 – 2019

- **Commercial due diligence, private equity**: analyzed competitive environment, customer satisfaction, and overall market health for 7 potential targets resulting in three separate client purchases
- **Grid modernization, utilities:** used advanced analytics to tie customer satisfaction data to outage information for >2M customers, identifying key circuits for repair, and conducted procurement analysis to determine key sourcing constraints
- **Growth strategy, non-profit**: worked with board of directors and managing director to define 5-year strategic ambition, performance targets, and key performance indicators and built 5-year financial sustainability model to support ambition

Associate Consultant Intern 2016

- **Growth strategy, retail:** performed product assortment analysis for $15B retail client and its largest competitors, analyzing brand and SKU offerings, and completed M&A screening of 40+ businesses in the cleaning industry

Atlanta Office Lead and Trainer, Project CORE 2018 – 2020

- Spearheaded new tech and *COmmunication REdesign* (CORE) initiative in Atlanta to simplify communication with clients and within our teams, increasing the impact and memorability of our communication and customer satisfaction
- Supervised a group of eight experts / trainers who delivered highest CORE adoption rate across North American offices

University of North Carolina School Team Lead, Recruiting 2018 – 2020

- Served as associate lead for the Atlanta office's UNC recruiting efforts where we see ~200 applications annually and increased hiring rates from 2-3 people per year when I started to 5-6 per year today

ATLANTA TECH VILLAGE Atlanta, GA
Extern 2019

- Completed various projects for four separate startups (detailed survey analysis, pricing model rationalization, market research, etc.), and developed resources for all ATV entrepreneurs on how to evaluate business ideas
- Analyzed Southeast US funding landscape over past two years to inform recommendations on how to improve Atlanta's position as entrepreneurial hub and whether to expand ATV's reach into other key cities in Southeast

INSPIRE, INC. Atlanta, GA
Office Head, Case Team Leader and Volunteer 2018 – 2020

- Managed our chapter's strategic direction for 2019, guided the work of the other five leadership team members, staffed all Inspire Atlanta projects, and served as a liaison between our chapter and Inspire Nationals
- Led team of four Bain consultants on a pro bono case designed to improve mentor engagement and retention
- Served as workstream lead on case focused on identifying key metrics and developing new participant intake process

WASSERMAN MEDIA GROUP Raleigh, NC
Intern, Golf Consulting Group 2015

- Developed new hospitality, pro-am, social media, golf outing and champion extension strategies for five title sponsors on the PGA TOUR amongst contributions to multiple other full team projects

ADDITIONAL

OLD TOWN ELEMENTARY SCHOOL BACKPACK PROGRAM Winston-Salem, NC
Founder and Sustainer 2009 – 2017

- Raised over $31,000 for this weekend feeding program benefitting at-risk children
- Held multiple meetings to identify partner organizations and influenced volunteer support for the program, which is now self -sustaining as a registered 501(c)(3) run by a local church

James Fong

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Education

Stanford Graduate School of Business Stanford, CA
MBA-MS Clean Energy Candidate 2020-2022

University of Florida Gainesville, FL
Bachelor of Science in Chemical Engineering, Minor in Business Administration 2012-2016
Summa Cum Laude, Honors Program

Experience

Helios Energy Investments London, England
MBA Intern 2021
- Conducted market research and sensitivity analysis that was presented to assist the investment committee in evaluating an active deal in the European EV charging industry
- Worked with head of the European office to build fundamental knowledge and criteria to identify attractive countries and firms for investment that would align well with the fund's new EV charging portfolio.

McKinsey&Company Charlotte, North Carolina
Summer Associate 2021
- Delivered a plant optimizer tool to be used across two North America plants with input from data scientists and operations personnel with the vision of expanding the tool to the rest of the North American circuit as part of the client's internal SMART manufacturing initiative. Developed, trained, and transitioned tool to client within 8 weeks, allowing site supervisors to identify key KPIs to focus on each day to maximize profits.

ExxonMobil Chemical Baton Rouge, Louisiana
Technology Improve Engineer - Intermediates, Aromatics, and Synthetics 2017-2020
- Increased earnings by $5M+ by optimizing distillation train, yielding highest ever production of high-margin product, and helping business exceed yearly plan despite significant capacity losses at other plants
- Provided business $2-4M in annual incremental sales by identifying new feed source for neo acids unit
- Proposed new technology and equipment to lower cost to produce higher olefins at site by an average of $8M/year
- Built novel selectivity model for business to update its production planning models, minimize production of low-value products, and provide visibility to effects of new modes of operation
- Role expanded by supervisor to advise sister site as regional higher olefins (HO) technology advisor for the Americas. Qualified new feed source from a US site for another in Canada to take advantage of spare unit capacity, worth $1M+
- Led global networking initiatives with four worldwide HO sites to share best practices and solutions to common challenges

The Kraft Heinz Company Chicago, Illinois
Associate Scientist, Kraft Heinz Ingredients R&D 2016-2017
- Commercialized 3 SKUs worth >$8 million Net Sales Value (NSV) within six months of starting role with no prior category experience, launching a new SKU worth >$7M NSV in three months in the face of significant technical obstacles at the manufacturing level. Lead developer on projects worth an additional $3.7 million NSV

GSB Involvement

- Developed food waste solution as part of a Stanford Climate Ventures startup team
- Conducted market research for Verne, MIT CEP-winning startup developing H_2 fuel technology for heavy duty trucks
- Asian Business Student Association and Christians in Business Executive Team
- Co-facilitate small groups to share lessons on leadership from past career experiences

Other

- ExxonMobil Chemical Global Technology Award; ExxonMobil Chemical's highest technical award
- USTA league state/sectional champion as part of teams at 4.0 and 4.5 levels; Level 3 Krav Maga student
- Maintain personal travel hacking side business

Charles R. Foote

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EDUCATION

Stanford University, Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *September 2020—Present*

- Finance & Investment Club, Private Equity Club, Real Estate Club, Student Association Athletics Representative

University of Utah, David Eccles School of Business **Salt Lake City, UT**
Honors Bachelor of Science, Finance, Summa Cum Laude—GPA: 4.0 *August 2011—May 2015*

- Outstanding Finance Graduate Award—Awarded top finance student in the class of 2015 by University faculty
- Completed Honors Thesis examining the relationship between total factor productivity (a measure of innovation) and asset prices; less than 0.3% of university graduates received an honors degree
- Student Investment Fund—One of 18 students picked to perform equity analysis and manage a portfolio of over $300,000; covered multiple stocks and pitched various buy, sell, and hold recommendations
- Finance Club President—Managed relationships with key executives in the community and organized recruitment, professional development, and communications for 120 student honors club

PROFESSIONAL EXPERIENCE

Franklin Templeton **San Mateo, CA**
Summer Investment Analyst—Real Estate Services (Received Return Offer) *June 2021—September 2021*

- Initiated coverage on real estate services industry; developed unique investment framework and research process to write an in-depth report and present industry and company conclusions to senior investment team

Dodge & Cox **San Francisco, CA**
Senior Research Associate—Cable, Telecom, Semiconductors, and Video Games *May 2017—June 2020*

- Co-managed global technology equity investments valued at over $15 billion across Dodge & Cox funds; responsibilities included developing add/trim decisions and forming 3-5 year investment theses
- Led six-month investment diligence for largest domestic semiconductor company measured by market cap; recommendation was agreed upon unanimously and adopted by equity and fixed income portfolio managers
- Performed due diligence via in-depth conversations with C-Suite executives and industry experts, used insight from diligence to forecast investment outcomes and convey findings to portfolio managers
- Designed ongoing proprietary primary research projects related to key investment risks; communicated findings to senior partners and influenced multi-billion dollar investment decisions
- Redesigned Research Associate Intern recruiting evaluation process to make hiring more rigorous and objective

Credit Suisse **New York, NY**
Analyst—Equity Research, Oilfield Services & Equipment *July 2015—April 2017*

- Built and maintained financial models for 23 companies in the oilfield services and equipment space; in charge of estimating quarterly and annual financial metrics and developing twelve month target prices
- Created industry and company-specific research reports, both long and short-term in outlook; authored two reports that were the number one most read at Credit Suisse in a given week
- Managed and maintained relationships with C-Suite level executives and investor relations professionals

LEADERSHIP

Beta Theta Pi Fraternity **Salt Lake City, UT / New York, NY**
Re-Founding President & Board Member—University of Utah; Advisor—Columbia University *September 2011—Present*

- Supervised two-year chartering process that entailed meeting strict social and academic requirements; presented achievements to international delegation, resulting in the fastest re-colonization since 1998
- Advised undergraduate leadership; improved member selection process resulting in top national average GPA

Unlocked Careers LLC **San Francisco, CA**
Co-Founder *May 2017—December 2019*

- Co-founded career development company designed to help young professionals launch and grow their careers; built client base ranging from international leadership development organizations to individuals seeking help
- Developed over 100 hours of original content (presentations, podcasts, webinars, and workbooks); presented content to collegiate student groups and achieved net promoter score of 71%

INTERESTS & ACCOMPLISHMENTS

- CFA Level 3 Candidate—Passed Level 1 and Level 2 exams on first attempt
- Eagle Scout—Lead 20 plus volunteers in a project designed to benefit grief support center for children
- Nationally ranked junior tennis player, Utah high school state tennis champion, avid golfer and skier

Joslyn Fox

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

THE UNIVERSITY OF TEXAS AT AUSTIN Austin, TX
Bachelor of Science, Mechanical Engineering, GPA 3.74 2016

- Engineering Honors Scholarship
- American Society of Mechanical Engineers - Student Chapter Vice President; Pi Tau Sigma Mechanical Engineering Honor Society; Longhorn Band - Piccolo Section Leader

Experience

AMAZON.COM Seattle, WA
Field Quality Engineer 2018 – 2020

- Supported initial launch and expansion of Amazon Scout, Amazon's autonomous sidewalk delivery robot
- Analyzed robot fleet performance regarding operations and autonomy, providing daily and weekly reports to development teams and senior leadership
- Coordinated and executed robotics integration testing for experimental and production software
- Managed operational metrics, interfacing with Data Platform team on reporting tool requirements
- Interviewed and Mentored Scout Ambassador delivery associates and area managers
- Chosen to demonstrate Scout for legislators at 2019 annual meeting for American Association of State Highway and Transportation Officials

THE BOEING COMPANY Seattle, WA
Flight Test Engineer, Autoflight 2015 – 2018

- Authored and executed detailed flight test plans related to autopilot, air data sensors, LiDAR, radio navigation, avionics thermal endurance, and flight deck displays
- Coordinated with design engineering customers in creation of efficient test procedures to meet product development and certification requirements
- Performed onboard troubleshooting and post-test analysis of airplane systems
- Interfaced with Program Management and Test Operations for daily coordination of Autoflight testing

AIR LIQUIDE Houston, TX
CO_2 Engineering Intern 2014

- Redesigned compressor system at target CO_2 plant, yielding 50% improvement in simulated flow rate

APPLIED RESEARCH LABORATORIES Austin, TX
Student Technician 2013

- Completed MATLAB signal processing projects for US Navy, including data parsers and hydrophone data analysis features
- Held Secret-level US security clearance

Additional

- **First Place, Senior Design Projects (Spring 2016):** Received highest score in Mechanical Engineering graduating class for design and manufacturing of compost applicator attachment for Institute of Affordable Transportation's basic utility vehicle
- **Projects for Underserved Communities (2014 – 2015):** Collaborated with team of engineering and social work students to fund, design, and plan construction of six housing foundations for families in Tamil Nadu, India
- **Graduates Linked with Undergraduates in Engineering (Spring 2014):** Compiled and analyzed Monte Carlo statistical projection of residential energy usage in Austin, TX
- Volunteered in Orchestra of Flight – a Seattle nonprofit bringing live music to assisted living centers throughout region
- Enjoy camping, reading, playing the flute, and listening to podcasts

JOHN FOYE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS & SCHOOL OF EARTH, ENERGY, AND ENVIRONMENTAL SCIENCES Stanford, CA
Master of Business Administration Candidate and Master of Science Candidate 2022

UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Bachelor of Science in Economics and Bachelor of Science in Engineering (Materials Science); Math minor 2013

- Magna Cum Laude
- Division 1 Track & Field and Cross Country Athlete; All East Honors

Experience

FENIX INTERNATIONAL Lusaka, Zambia and Kampala, Uganda
A for-profit energy company with a mission to improve the quality of life of customers through inclusive solar energy and financial services; ~$75M in revenue, 1,200 employees; venture-funded then acquired by ENGIE
Managing Director, Fenix Zambia 2017-2020

- Built, managed, and maintained a team culture in-line with the mission and values of Fenix; employee net promoter score of 69%
- Led design and scale-up in operations for Zambia (first market outside of headquarters in Uganda); in two years grew from 0 team members to >220 full-time employees and >700 sales agents, $0 in revenue to >$25M annually
- Owned performance of the Fenix Zambia subsidiary, including responsibility for business-level strategy and department director management across sales, marketing, credit, customer experience, talent, operations, product, and finance; achieved monthly profitability within eight months of launch and maintained position as most profitable subsidiary of six
- Led overall company strategy as a member of the Executive Leadership Team as the Head of the Country Leadership Circle, a governance structure for managing and supporting Managing Directors across six subsidiaries; as a leadership team, exited through the acquisition of Fenix by ENGIE in 2018
- Owned external relationships with government, strategic partners, and media; executed favorable contract with largest telecommunications company in Zambia

Product and Fenix Labs Manager 2015-2017

- Developed an organization-wide vision of where customer needs and business opportunities are headed beyond the primary business model of pay-as-you-go solar; drove evaluation, prioritization, and testing of new products and business models
- Interpreted customer feedback to incorporate into design, implementation, and iteration of product design; designed and tested 10+ new products, and scaled four representing >50% of company revenue

MCKINSEY AND COMPANY Palo Alto, CA
Business Analyst 2013-2015

- Led a diverse set of strategic, analytical, and team leadership work streams across various industries and functions earning highest rating possible at the standard two-year review; representative project work:
    - Developed 10-year strategy roadmap for a Fortune 500 electric utility based on an integrated supply and demand model to address challenges facing the electric generation, transmission, and downstream distribution industries; client actioned the roadmap and still implementing
    - Supervised team of eight to design and implement operational discipline and preventative maintenance improvements at a geothermal power station in Papua New Guinea; led to production results saving $10M annually (exceeding targets by 50%), reduced emissions, and supported grid extension to ~2,000 nearby individuals

INVISERGY Lusaka, Zambia and Kampala, Uganda
A technology start-up that built transparent, electricity-generating building materials (e.g., solar windows)
Co-founder and Vice President of Marketing 2011-2012

- Translated a novel optical property of luminescent dyes into a market-facing product; patented intellectual property, reached demonstration scale, and had winning results in Wharton and MIT Business Competitions

DAVID HENRY FRANKS

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate *2020 - 2022*

- TOIGO Fellow and TOIGO School Captain
- Mentorship: SEO Alternative Investments Fellowship Program, Ernest Houston Johnson Scholars Program, Allies for Black Lives
- Clubs: Black Business Student Association (CFO), Private Equity Club, Finance & Investment Club, Venture Capital Club

HARVARD UNIVERSITY **Cambridge, MA**
Bachelor of Arts, Economics; Secondary, Government *2010 –2014*

- GPA: 3.84, Cum Laude, Honors in Concentration
- Activities: Economics 10 Unit Test Program (Program Supervisor), Harvard Black Men's Forum (Celebration of Black Women Event Finance Coordinator, Mentor), Harvard Men's First Team Club Soccer

PROFESSIONAL EXPERIENCE

ECHOSEC SYSTEMS (PORTFOLIO COMPANY OF SEARCH FUND PACIFIC LAKE PARTNERS) **Victoria, BC**
MBA Summer Analyst *Summer 2021*

- Reported to CEO; developed and implemented go-to-market revamp of pipeline development and sales process conversion

CLEARLAKE CAPITAL GROUP ($40BN AUM) **Los Angeles, CA**
Associate *2016 – 2020*

- Evaluated, executed and managed public and private investments including control, structured equity and distressed debt investments across software, tech-enabled services and industrial sectors (~110 opportunities)
- Led investment process across financial and operational due diligence, third-party advisors management, Investment Committee presentations, structuring and negotiation of financial underwriting and purchase agreements and management of junior Analyst and Associates
- Led internal fundraising preparation efforts for Fund V ($3.6bn), including creation of LP marketing materials and detailed portfolio company performance overview framework used for subsequent fundraising processes (COP II, Fund VI)

Selected Investments and Portfolio Management:

Ivanti: *~$1.6bn Enterprise Software Infrastructure Platform (Acquisition of LANDESK, merger with HEAT Software)*

- Led ~$1.1bn committed debt financing process as well as equity financing process, including significant LP co-investment (then largest committed debt financing / equity co-investment in firm's history)
- Assisted management in realization of transaction synergies, product portfolio rationalization and sales force reorganization
- Developed M&A pipeline to bolster endpoint management, security product focus and SaaS transition; resulted in completion of two add-on acquisitions (~$100mm TEV)
- Aided Clearlake, Board of Directors in recruitment of new executive team to scale business for further growth (CEO, President, CFO, CCO, CPO and CMO)

Gravity: *~$800mm Energy Infrastructure Platform (Merger of Globe Energy Services, Light Tower Rentals in 144a offering)*

- Led financial diligence, prospectus drafting and legal documentation for $115mm 144a equity offering and merger, including development of dynamic pro forma model to inform valuation, new equity security terms and roadshow materials
- Assisted management in implementation of post-transaction integration plan focused on labor-intensive asset divestitures and basin footprint rationalization
- Created midstream-focused M&A pipeline and collaborated with management to execute five add-on acquisitions (~$300mm+ TEV), which accelerated water midstream focus (~60% of EBITDA in 2020; <10% in 2017)

Credit Investing Experience

- Led ~$80mm in notional 1st & 2nd lien term loan accumulations at distressed prices across three enterprise software assets focused on IT infrastructure and public sector during Q1'20 and Q2'20 market dislocation
- Negotiated ~$900mm back-leverage facility with banks for ~$1.8bn notional software and industrials credit portfolio

Janus: *Inaugural Clearlake Operating Program Associate at ~$2bn Self-Storage Technology Platform*

- Worked at corporate headquarters for five months with CEO, CFO and Treasurer on board identified strategic initiatives
- Revamped steel purchasing process (70% of raw material spend) through management of cross-functional team (Procurement, Finance); designed forecast tool quantifying procurement strategy impact on material margins and metric-driven purchasing decision approach
- Developed and led implementation of financial forecast model across eight subsidiaries to improve and standardize KPI tracking

GOLDMAN SACHS **New York, NY**
Analyst, Investment Banking Division - Consumer, Retail & Healthcare (Offered Associate Promotion) *2014 – 2016*

- Selected Transactions: Cardinal Health's $1.9bn acquisition of Cordis; Stericycle's $2.3bn acquisition of Shred-It; Dimension Therapeutics ~$100mm IPO

ADDITIONAL INFORMATION

Interests: Soccer (2009 Missouri Class 1 State Champion), St. Louis Cardinals, dog lover, dancing, Settlers of Catan, The Office

Colin G. Fraser

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate 2022

Washington and Lee University **Lexington, VA**
Bachelor of Science in Business Administration Graduated May 2015

- **Cumulative GPA:** 3.83 / 4.00; **Major GPA:** 3.94 / 4.00
- **Honors:** Graduated magna cum laude, elected Phi Beta Kappa, and inducted into Beta Gamma Sigma (Business Honors)
- **Captain, Varsity Lacrosse Team**: 2015 Division III All-American and Scholar All-American Honors; 2015 ODAC Conference Scholar-Athlete of the Year, Recipient of Jay Stull Memorial Lacrosse Award for the team's most improved player
- **Lead Class Agent, Alumni Representative for Class of 2015**: Organize annual fundraising initiatives and reunions

EXPERIENCE

General Atlantic **New York, NY**
Senior Associate, Technology Sector 2017-2020

- Identified, evaluated, executed, and managed growth equity investments of $50–$500M across technology and services sectors
- Promoted to Senior Associate after completing two-year Associate program
- Sole Associate / Senior Associate member of GA's Environmental, Social, and Governance ("ESG") Committee

Selected Transaction Experience:

Minority Growth Investment (Series D) in AppsFlyer, mobile marketing attribution software

- Spearheaded due diligence, conducted market and competitive research, and performed financial analysis
- Led on-site diligence sessions with executive team in Israel; distilled findings and presented to GA's investment committee
- Managed 3rd party diligence across all workstreams including accounting, market, technology, legal, and regulatory

Minority Growth Investment (Series A) in Automation Anywhere, software that automates repetitive workflows

- Performed thematic prospecting work and established GA's investment thesis in the robotic process automation (RPA) sector
- Analyzed the company's relative value proposition and positioning by consulting customers, partners, and industry experts
- Attended company's *Imagine Conference*, as GA's sole representative, to develop a relationship with the CEO and pitch GA
- Prepared investment memorandum and supporting financial analysis to present to GA's investment committee

Minority Growth Investment in Wish (Series H & Follow-On), the largest global discount goods marketplace

- Performed unit economic analysis to evaluate marketing spend effectiveness and project customer lifetime value by cohort
- Evaluated alternative data sources and analyzed customer feedback to benchmark against other eCommerce businesses
- Monitored business trending and performance to maintain a target price, update projected returns, and execute follow-ons

Leveraged Buyout of HireRight, a technology-enabled pre-employment screening business

- Developed strategic merger rationale and oversaw integration of existing GA portfolio company, General Information Services
- Drove due diligence process, including general business, accounting, cost-savings, and legal diligence workstreams
- Executed and oversaw debt financing as the investment team member responsible for lender and rating agency processes
- Worked with management to propose and evaluate additional M&A opportunities for product and geographic expansion

J.P. Morgan – Investment Banking Division **New York, NY**
Analyst, Financial Sponsor Group 2015-2017

- Provided debt, equity, and M&A solutions to financial sponsor clients across industries
- Performed in-depth financial modeling and due diligence to evaluate forecasts, capital structures, and potential equity returns for private equity clients seeking LBO financing; assessed IPOs and dividend recapitalizations for clients' portfolio companies
- Actively participated in on-campus recruiting efforts at Washington and Lee, converting multiple hires in each intern class
- *Select Transaction Experience:* Carlyle's LBO of WellDyne Rx (lead left; $455 million financing), Blue Coat's Initial Public Offering (active bookrunner; publicly filed S-1 prior to acquisition by Symantec)

ADDITIONAL

- Member, Washington and Lee Alumni Admissions Program: Responsible for interviewing applicants in final admissions stage
- Volunteer & Staff, Camp ANCHOR: Cared for campers with disabilities, such as autism and Down syndrome, for six years
- Water sports and travel enthusiast; member of Surfrider Foundation, a coastal preservation organization
- Other interests include snowboarding, hiking, road trips, and camping. Recent road cycling convert

ANDREW FREIMAN

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EDUCATION

STANFORD UNIVERSITY, Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *2022*

CORNELL UNIVERSITY, College of Human Ecology **Ithaca, NY**
B.S. in Policy Analysis and Management, minors in Business and Real Estate *2010 – 2014*

- **Cumulative GPA:** 4.08 (highest GPA in major) | SAT: 2230 (760 Math) | GMAT: 750
- **Honors:** Merrill Presidential Scholar (top 1% of class), President of Mortar Board Der Hexenkreis Senior Honor Society
- **Activities:** President of the Mutual Investment Club of Cornell, Head Teaching Assistant of Introduction to Policy Analysis, Founder of the Federal Reserve Challenge Team, Delta Sigma Pi Business Fraternity, Pi Kappa Phi Social Fraternity

EXPERIENCE

ROUTE ONE INVESTMENT COMPANY **San Francisco, CA**
Investment Analyst *(6-person investment team)* *2017 – 2020*
Route One manages a ~$5bn long/short hedge fund with a long-term global value investing mandate.

- Analyzed and presented recommendations to the partners for $1.7bn of long investments and $200m of short investments.
- Performed fundamental financial analysis, primary research and due diligence on existing and potential new investments.
- Studied companies in the industrial, telecom, technology, transportation, consumer, and agriculture industries across various markets including the United States, Western Europe, Brazil, Argentina and Australia.
- Developed investment theses and conducted proprietary research to evaluate the prospects of various companies in relation to their current valuation; we looked to purchase franchise businesses, with strong management teams, at reasonable valuations.
- Conducted investigative research including interviewing customers and competitors at trade shows, visiting company stores and sites, dialoguing with experts via third party networks, and constructing and distributing surveys.
- Represented Route One in management meetings during office visits, road shows and investment conferences.
- Board Observer: private Portuguese farming investment; responsible for all aspects of bank negotiations, hiring senior management and structuring compensation, monitoring budget developments, and approving land acquisitions.

J.P. MORGAN **New York, NY**
Investment Banking Analyst*, Restructuring Group* *2015 – 2017*
J.P. Morgan's Restructuring Group provides strategic advice to and syndicated financing for distressed companies.

- Created operating and financing models that incorporated multiple valuation techniques and financing structures to evaluate various transactions including debt exchanges, exit financings, DIP financings, and distressed acquisitions.
- Analyzed the capital structures and business models of clients with future restructuring or distressed financing needs.
- Prepared monthly reports on J.P. Morgan's exposure to distressed situations and ongoing bankruptcies.
- Produced client-facing and internal materials including credit approval memoranda, management presentations, sales force materials, lender presentations and pitches.

COMMUNITY LEADERSHIP & VOLUNTEERISM

CONTINUING DEVELOPMENT OF STUDENTS AND PROFESSIONALS, INC. (CDSP) **New York, NY**
Board Member, former President *2016 – Present*
CDSP is a nonprofit that supports the professional development of students at Cornell and in the greater Ithaca community.

- Oversee all operations including fundraising, grant selection, endowment management, recruitment and event planning.
- Issued 10+ grants, while simultaneously growing the endowment by over 25% on a net basis.

Volunteerism: Raphael House, The Posse Foundation, Cornell Alumni Admissions Ambassador, CouchSurfing Host, Eagle Scout

ACTIVITIES & INTERESTS

YEAR ABROAD, Europe, Southeast Asia, Oceania and Eastern Africa *2014 – 2015*

- Highlights include summiting Mount Rinjani in Indonesia, motorbiking from Ho Chi Minh City to Hanoi in Vietnam, scuba diving the Great Barrier Reef in Australia, hiking the Tongariro Alpine Crossing in New Zealand, learning Muay Thai in Thailand and gorilla trekking in Rwanda

Interests: Ashtanga vinyasa yoga, kite surfing, scuba diving, cooking and angel investing.

NOAH FRICK

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Courses: Accelerated Finance, Financial Accounting, Python Optimization, Hacking for Defense
- Extracurricular: Veterans Club Career Networking Coordinator

UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Bachelor of Science, Mechanical Engineering 2015
- Army ROTC Four-Year Scholarship, Distinguished Military Graduate
- Vice President, Social Chair, and New Member Educator of Beta Theta Pi Fraternity

Experience

MCKINSEY & COMPANY
Summer Associate – Received full-time offer New York City, NY, 2021
- **Sustainability Diligence:** Evaluated technology and manufacturing processes of early stage electric motor company for sustainability-focused fund; led expert calls, utilized industry reports, and presented to fund MD
- **Supply Chain Strategy:** Assessed supply chain organization for large aerospace company; led client calls, identified improvement areas and actionable IT initiatives, and presented to division-level VPs

75TH RANGER REGIMENT, SPECIAL OPERATIONS COMMAND, UNITED STATES ARMY
Staff Intelligence Officer, Ranger Battalion Ft Benning, GA, 2020
- **Leadership:** Instituted onboarding training initiative, conceptualizing, coordinating, and leading 30-hour training courses to prepare and mentor 25 new Rangers for technical overseas deployments
- **Self-Starter:** Promoted early due to leadership potential and self-driven professional development to serve in position normally filled by more senior, experienced officers

Lead Intelligence Officer, Special Operations Joint Task Force Kabul, Afghanistan, 2019
- **Analytical Judgement:** Synthesized intelligence reporting to develop risk assessments and operational recommendations for military and civilian leadership, often in time-sensitive and high-pressure scenarios
- **Leadership:** Managed cross-functional team of 12 intel analysts, continually driving and validating intelligence sourcing and diligence; resulted in 35+ successful intelligence-driven operations
- **Organizational Influence:** Influenced management to increase support and capabilities, achieved: 20% growth in personnel, 500% growth of in-house intelligence authorities, and increased technical support
- **Strategic Orientation:** Initiated and operationalized four early-stage capability initiatives to prepare the Task Force for eventual Afghanistan withdrawal, unifying stakeholders across several organizations

Liaison Officer, Joint Interagency Task Force Washington DC, 2018-2019
- **Communication:** Selected due to maturity and communication skills to represent Ranger Regiment Commander; implemented routine report distributed to leadership across organization
- **Partner Relations:** Coordinated 20+ senior-level engagements with military and civilian interagency partners and routinely connected key stakeholders, enhancing mission support and operational preparedness

Deputy Intelligence Officer, Special Operations Joint Task Force Bagram, Afghanistan, 2018
- **Analysis**: Performed final risk analysis diligence for proposed operations and presented assessments to Task Force Commander during daily approval briefings
- **Communication**: Drafted daily classified reports distributed to senior military and interagency partners

10TH MOUNTAIN DIVISION, UNITED STATES ARMY
Assistant Supervisor, Cavalry Squadron Intelligence Section Ft Drum, NY, 2015-2017
- **Teamwork**: Supervised day-to-day functions and long-term analytical training of five-person team conducting security oversight and intelligence analysis for 400-person Squadron
- **Organizational Influence**: Handpicked by Commander to integrate with higher headquarters as liaison during the headquarters' cumulative annual training events, ensuring alignment of intelligence requirements

Additional

- Enjoy golfing, backpacking, ukulele, and taste-testing Philadelphia cheesesteaks
- Security Clearance: TS/SCI

GONZALO GALLARDO

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

YALE UNIVERSITY New Haven, CT
Bachelor of Arts, Economics 2016

Experience

KAPOR CAPITAL Oakland, CA
Early stage venture capital investing in tech-driven companies committed to closing gaps of access
Venture Capital Associate (Intern) 2020

- Developed an international product and analytics roadmap for executive team at Arcus (Series B FinTech infrastructure portfolio company operating in Mexico), resulting in adoption of user-based data strategy
- Conducted due diligence on 50+ startups in the consumer lending, banking, and decentralized finance space as the dedicated FinTech specialist for seed stage investments

AFFIRM, INC San Francisco, CA
Consumer lending startup that delivers a transparent credit using the latest underwriting technology
Growth & New Markets Strategy, Sr. Analyst 2019-2020

- Built a fully automated internal dashboard to project effects of COVID on loan volume, credit performance, and profitability, which informed company-wide client pricing strategies
- Identified healthcare market opportunity, and coordinated a company-wide initiative with Legal, Sales, Engineering, and Capital Markets stakeholders to expand medical credit industry, totaling $40M in loans in 2019
- Executed and presented a successful business case to expand product offering to Spanish-speaking populations to Sales, Engineering, and Capital Markets executives, predicting revenue increase of $9M in a previously untapped market

Strategy & Analytics, Sr. Business Analyst 2018-2019

- Launched and led a company-wide initiative offering the first shared-risk, 100% approval loan product in the United States
- Built and analyzed A/B tests on merchant platforms, which were leveraged to optimize internal conversion rates and to eliminate UX pain points
- Developed a multivariate predictive model to forecast incremental loan volume on interest-free products, which was adopted company-wide as the standard for forecasting 28% of entire company's volume, or $643M worth of loans in 2018

L.E.K. CONSULTING, LLC Boston, MA
Management Consulting, primarily in buy-side private equity diligences
Associate 2016-2018

- Designed and built detailed financial and market models, including discounted cash flow valuation, market sizing and revenue forecasting
- Completed over 15 buy-side diligences for private equity clients across software, pharmaceutical, and healthcare market
- Select Case: Cloud-based Hospitality Revenue Management SaaS
  - Led a due diligence of a disruptive SaaS platform in the hotel technology space and forecasted revenue from expansion into the U.K., Spain, Brazil, China, and Japan, resulting in an $80M investment
  - Directed a team of three international associates in a research campaign to evaluate geographic expansion into key markets based on customer fragmentation, legislative barriers, and software penetration rates
- Select Case: Pharmaceutical company – Commercial Valuation
  - Developed a revenue forecast and valuation of a Phase II asset and evaluated the optimal strategic path for the client to become a sustainable oncology leader while minimizing cash flow risk
  - Provided a risk-adjusted gross revenue forecast of the asset using ramp and decay curves and developed a stand-alone, sum-of-parts valuation model to evaluate the client's value over time and through key FDA inflection points

Additional

- Languages: Fluent Spanish speaker, basic skills in French and Portuguese
- Technical/computer skills: Python, SQL, JIRA, Excel, Powerpoint, Tableau, Looker
- Interests: Avid surfer, predictably inconsistent golfer, and Brazilian Bossa Nova enthusiast

JULIETTE GARAY

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate *2022*

BROWN UNIVERSITY Providence, RI
Bachelor of Arts in Business, Entrepreneurship, and Organizations, Track: Business Economics 2016

- *GPA: 4.0/4.0; GRE: 335*
- Varsity Women's Golf Team (Fall 2012–Spring 2016), Co-Captain (Fall 2015–Spring 2016): Dedicated ~30 hours per week to practice and competition; led and managed team of nine, served as liaison between team and coach
- Principles of Economics Teaching Assistant (Fall 2015–Spring 2016): Responsible for preparing lesson plans, holding office hours, and leading weekly sections and exam review sessions for ~40 students (~10–15 hours weekly)
- Management of Industrial and Nonprofit Organizations Teaching Assistant (Fall 2013 and Fall 2014): Held weekly discussion section and evaluated case analyses papers for ~15 students (~5 hours weekly)
- Award: All-American Scholar (Summer 2014): Recipient for outstanding academic and athletic accomplishment

PROFESSIONAL EXPERIENCE

JPMORGAN ASSET MANAGEMENT New York, NY
Subadvisory, Associate Fall 2017–Summer 2020

- Help to oversee National Account relationships with 8 insurance firms with $45B+ AUM, supporting JPM National Account relationship managers and clients' manager selection teams in all aspects of new investment opportunities and ongoing investment due diligence, working to both garner new and maintain existing business
- Conduct industry research, run fund analysis, draft RFPs, and assist with client requests; to-date, work has resulted in 6 wins and ~$4B in new assets; one of these opportunities was a first of its kind win for JPM
- Plan and host due diligence on-sites, portfolio reviews, webcasts, and client pitches; responsible for running and providing ongoing portfolio reporting for clients (i.e. performance, risk statistics, field activity, and commentary)
- Analyze relative performance, attribution, and cash flows to create talking points and marketing materials for our sales force; heavily utilized by the sales team when positioning investments to clients
- Conducted and presented an in-depth industry and opportunity analysis on Health Savings Account market to senior leadership, which informed their business decision on entry into the space

US Funds Management Rotational Program Summer 2016–Fall 2017
Product Strategy, Rotational Analyst

- Ran hundreds of statistical and portfolio construction analyses on fund lineups and advisor models, providing observations and insights to advisors and identifying potential areas for JPMorgan solutions; end goal was to provide objective portfolio insights and highlight potentially additive investment opportunities
- Conducted research on industry landscape, including: global portfolio construction trends, ETF industry proliferation, and competitive fund analysis, to inform advisors and support sales when positioning investments

Retirement Strategy and Business Management, Rotational Analyst

- Partnered with senior management to develop business distribution strategy, preparing presentations for leadership and developing implementable action plans for sales teams
- Constructed, implemented, and monitored Defined Contribution sales metrics and activity reporting across multiple retirement business teams (30+ members) to incentivize their sales and calculate their compensation

Subadvisory Business Management, Rotational Analyst

- Responsible for researching and presenting on variable annuity industry trends; worked closely with Sales Associates to identify potential mandate opportunities through industry research
- Worked with insurance partners and internal teams on firm-wide project to develop and implement remediation plan to mitigate conflicts of interest posed by DOL fiduciary ruling and quantify revenue impact

529 College Savings, Summer Analyst Summer 2015

- Responsible for running and updating competitive analysis of all US 529 plans, as well as updating and creating content for College Planning Essential guide, tools used by sales team (200+ individuals)
- Conducted industry-wide asset allocation research, assisting Multi-Asset Solutions team with 529 participant behavior analyses, providing insight into how to adjust allocations to better suit individual spending habits

EXTRA-CURRICULAR & VOLUNTEER

- **Labs and More (Winter 2019–Current):** Rehabilitate and foster rescue dogs suffering from abuse and neglect
- **Be Healed (Current):** Co-founding this 501(c)(3) which provides resources for foster dogs and those who rescue
- **JPMorgan Global Analyst Committee (Fall 2017–Winter 2020):** Selected to serve on GAC, working to create resources and plan trainings, events, and networking opportunities for global Analyst population of ~800

SKILLS & INTERESTS

- Financial analysis (Morningstar, eVestment), consultative sales, project management; basic Spanish
- Golfing, psychology, dog fostering and rescue, and Southeast Asian travel

OMAR GARZA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate 2022
- Toigo Fellow, LunaCap Foundation Fellow
- Private Equity Club, Hispanic Business Student Association, Energy Club, Finance and Investment Club

TEXAS A&M UNIVERSITY **College Station, TX**
Master of Engineering, Petroleum Engineering 2019
Bachelor of Science, Petroleum Engineering with Business Minor 2015

EXPERIENCE

NOBLE ENERGY (CHEVRON) **Houston, TX**
Prospect Development Reservoir Engineer II 2019 – 2020
Strategic Planning Reservoir Engineer II / Financial Analyst 2017 – 2019

Acquisitions & Divestitures
- Evaluated and acquired two bolt-on Permian assets for $25MM and $70MM, increasing 2020 FCF by 5%
- Led technical and financial due diligence, including creation of discounted cash flow (DCF) models for 12 potential Permian asset acquisitions with up to $25MM EBITDA or $300MM in asset value; presented proposals to Noble's investment team
- Identified and directed strategic divestiture of 5,000 acres, yielding zero oil production loss and $30MM FCF benefit to 2019
- Presented investment research and themes to Permian management in support of group's acquisition strategy

Selected Transaction Experience
5,000-acre Permian asset purchase for $70MM from corporate seller
  - Developed detailed investment thesis for asset purchase highlighting Noble's value proposition
  - Built dynamic financial model and coordinated acquisition workflow within Noble team
  - Stress-tested valuation model to recognize upside realization potential and downside risk; presented analysis to team
  - Created technical analysis for oil well performance and determined cost-reduction assumptions with operations team

Strategy
- Spearheaded budgeting and strategic planning process of Noble's $4B Permian asset, directing annual investments of over $850MM and resulting in operating income growth of 15% in 2018
- Supported executive decision-making by determining optimal capital allocation of $2.1B within USA operations
- Enhanced business development efforts by incorporating four upstream and infrastructure acquisitions valued at $1B+ into planning models to determine capex, production, and FCF projections
- Modeled Permian "Long Range Plan" used to evaluate future investment risks and to assess Noble's value creation plan

Business Planning & Operations
- Planned detailed investment profiles for the development of 50+ wells ($0.5B capex) in the northern 50,000 acres of the Permian asset totaling over $100MM in NPV10; projects surpassed BOD's 25% IRR project threshold
- Led cost optimization task force to lower Permian operating expenses, resulting in 5% opex decrease in 2H 2019

WOOD MACKENZIE **Houston, TX**
Upstream Oil and Gas Research Analyst 2017
Upstream Oil and Gas Research Associate 2016 – 2017

Valuations
- Performed DCF valuations and published research reports on 50+ Gulf of Mexico upstream and infrastructure assets
- Advised and supported over 30 investment banking, private equity, and energy clients with opportunity screening, activity and production forecasting, and asset valuation in deepwater Gulf of Mexico

Consulting
- Assisted multiple large cap private equity firms in evaluating four $200MM+ enterprise value acquisitions
- Collaborated in a $0.5MM year-long competitor strategy consulting project for Petróleos Mexicanos (PEMEX) that helped the company refine offshore operator performance ahead of Mexico's leasing rounds

EXCO RESOURCES **Shreveport, LA**
Drilling Engineer 2015
- Analyzed drill-bit performance and proposed an optimal design that cut drilling costs by $20k for 12,000 ft wells

ADDITIONAL INFORMATION

- MBA Programs Fellow at Management Leadership for Tomorrow | Big Brother at Big Brothers Big Sisters
- Fluent in English and Spanish | Dual citizen of United States and Mexico
- Published author of SPE paper "Leveraging Fractured Well Performance With Economics: A Strategic Decisions Tool"
- Interests include Soccer (Tigres UANL), Football (Texas A&M), Racquetball, Traveling, Hiking, Personal Growth

ROYCE GENE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS / SCHOOL OF EARTH, ENERGY, AND ENVIRONMENT Stanford, CA
Master of Business Administration 2020 – 2022
Master of Science, Sustainable Built Environment
• Clubs: PE/VC, Energy and Environment, Future of Cities, GSB Pride

PRATT INSTITUTE SCHOOL OF ARCHITECTURE New York, NY
Master of Science, City and Regional Planning - Economic Development and Sustainability 2014 – 2016
• Graduated with Distinction (highest honor)
• American Planning Association, Graduate Assistant (Urban Economics, Planning Law, Real Estate Practice)

UNIVERSITY OF SOUTHERN CALIFORNIA – MARSHALL SCHOOL OF BUSINESS Los Angeles, CA
Bachelor of Science, Business Administration - Real Estate Finance and Entrepreneurship 2008 – 2011
• *magna cum laude*, Marshall Honors, Dean's List, Louis Borick Endowed Scholarship, Asian Pacific Alumni Association Scholarship
• Urban Policy and Planning Minor, Net Impact (VP of Operations)

Experience

GENERATE CAPITAL **San Francisco, CA**
Sustainable assets investment firm spanning private equity, infrastructure, and project financing
Summer Investment Associate Jun 2021 – Aug 2021
• Inaugural summer associate class: participated in deal process, financial modeling
• Presented deep dive on carbon capture investment space to investment committee

G2 VENTURE PARTNERS (G2VP) **Menlo Park, CA**
Venture capital firm spun out of Kleiner Perkins Green Growth Fund, $850 million AUM in emerging industrial technologies
MBA Intern Feb 2021 – Jun 2021
• Conducted deep dive on investment thesis for urban transportation and last-mile freight logistics, sourced 2 potential deals

NYC MAYOR'S OFFICE OF MANAGEMENT AND BUDGET **New York, NY**
Chief agency for fiscal oversight of NYC's $100 billion budget and bond financing program for capital projects
Supervising Analyst (Associate) – Capital Coordination and Parks Task Force 2018 – 2020
Senior Analyst/Analyst – Housing and Economic Development Task Force 2016 – 2018
• Assessed risk and modeled taxpayer return on public investments, won committee approval for 10+ projects for portfolio agency NYC Dept. of Parks and Recreation ($500 million annual operating budget, $5 billion 10-year capital plan)
• Oversaw operations of portfolio agencies NYC Dept. of City Planning, NYC Economic Development Corp., and Brooklyn Navy Yard Development Corp. (combined $125 million annual operating budget, $5 billion 10-year capital plan)
• Evaluated 70 investment proposals for portfolio spanning: economic development, industrial and manufacturing growth, climate resiliency and renewable energy, urban infrastructure, transportation, neighborhood rezoning, waterfront development
• Achieved $15 million cost savings for portfolio agencies (3% of total budget) by identifying inefficient programs, attrition opportunities, and underutilized revenue streams
• Co-founded agency's first ever LGBT+ employee resource group (Treasurer, 2018-2020)

Select Transaction Experience:
• **Hurricane Sandy Climate Resiliency Fund ($1.1 billion)** – Independently allocated 80% of fund to investments projects and provided operator oversight (liaised with FEMA, consultants, NYC Parks, and NY State; approved CapEx; increased revenue inflow)
• **East Side Coastal Resiliency ($1.5 billion)** – Conducted due diligence and executed bond financing on key components of major infrastructure project to construct flood protection barrier surrounding lower Manhattan
• **NYC Ferry Vehicle Acquisition Plan ($297 million)** – Led due diligence on fleet acquisition for new citywide ferry transit system
• **Hunts Point Tri-generation Microgrid ($72 million)** – Completed investment in 8.5 MW geothermal, solar, and natural gas microgrid for critical NYC food distribution center

Prior Experience: NYC Economic Development Corporation, Morgan Stanley Economic Development Fellowship, W X Y Architecture and Planning, Domain Realty

Additional

• **Languages:** Mandarin Chinese (elementary)
• **Professional Interests:** investing and operations, emphasis in renewable energy, infrastructure, and urban technology
• **Personal Interests:** urbanism and architecture, space exploration, camping, live music, cooking, LGBT+ recreational dodgeball

Samuel M. Genecin

Stanford, CA | sgenecin@stanford.edu | 203.444.8408

EDUCATION

Stanford University **Stanford, CA**
J.D. / M.B.A. Candidate Expected 2022

- Gregory Terrill Cox Research Fellowship in Law and Economics, John M. Olin Program in Law and Economics
- Gerald Gunther Class Prizes in *Contracts*, *Corporate Finance*, *Advanced Corporate Finance*
- Research Assistant: Joseph A. Grundfest, Stanford Law School; Jeremy I. Bulow, Stanford GSB
- Teaching Assistant: *Accounting*, *Advanced Corporate Finance*, *Corporate Finance*, *Securities Regulation*

Yale University **New Haven, CT**
B.A. in Economics, *magna cum laude*, Distinction in the Major 2014

- Senior Thesis: *"The Impact of the JOBS Act on IPO Activity and Employment"*
- GMAT: 780/800 | LSAT: 175/180 | SAT: 2350/2400

PROFESSIONAL EXPERIENCE

C3.ai (NYSE: AI) **Redwood City, CA**
Finance & Strategy Intern 2021

- Supported CFO and Director of FP&A on special projects: drafted executive and board materials; benchmarked valuation and operating performance against enterprise software IPO peers; reviewed contractual backlog and revenue forecasts; analyzed departmental budget variances; evaluated sales force efficiency/customer acquisition costs; and established new reporting and business planning templates

Kirkland & Ellis **Palo Alto, CA**
Summer Associate – Corporate Transactions 2019, 2020

- Summarized credit documents for private equity sponsor in connection with $2.0bn take-private transaction
- Drafted Chapter 11 disclosure statement for Blackhawk Mining's $1.1bn prepackaged bankruptcy

Sun Capital Partners **Boca Raton, FL**
Private Equity Associate – Investment Team 2016 – 2018

- Invested alongside 50 global transaction professionals managing ~$6bn for leveraged buyouts in business services, consumer, healthcare, industrial, and technology sectors
- Evaluated 100+ potential platform and add-on acquisitions through commercial, legal, and accounting due diligence
- Negotiated key terms, covenants, and documentation of three acquisition financing and recapitalization transactions
- Collaborated weekly with management consultants and portfolio company CEOs, CFOs, controllers, and sales teams to accelerate equity value creation through operational excellence initiatives

Transaction Experience

- Acquired garage door hardware manufacturer Arrow Tru-Line from Long Point Capital (closed; platform)
- Sold flexible packaging producer Coveris to Transcontinental (TSE: TCL.A) for $1.3bn (closed; divestiture)
- Acquired restaurant franchisee Bar Louie Development Group from founders (closed; add-on)

Rothschild & Co **New York, NY**
Investment Banking Analyst – Restructuring 2014 – 2016

- Advised corporations through restructuring processes including review of strategic alternatives, business plan formation, Chapter 11 filing, debtor-in-possession financing, § 363 sales, and plan negotiation and confirmation
- Analyzed key terms and covenants of credit agreements, indentures, and investment contracts with clients' attorneys

Transaction Experience

- Advised Alpha Natural Resources (NYSE: ANR) on $4.0bn Chapter 11 restructuring
- Advised BHP Billiton (ASX: BHP) on $3.8bn restructuring of Samarco after Bento Rodrigues dam disaster
- Advised U.S. Steel Canada on $3.5bn CCAA restructuring and separation from U.S. Steel (NYSE: X)
- Advised GT Advanced Technologies (NASDAQ: GTAT) on $1.3bn Chapter 11 restructuring
- Advised Skillsoft Corporation and financial sponsor Charterhouse Capital Partners on $150m capital raise

Interests: Yosemite National Park, history, piano, documentaries, grilling

William George

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

University of Illinois at Urbana-Champaign, *College of Engineering* Urbana-Champaign
Bachelor of Science, Civil & Environmental Engineering; Business Minor 2013

- Dean's List, James Scholar
- Pi Kappa Alpha Fraternity President

Experience

SAP Chicago, IL
Sales Engineer Regional Lead Feb 2020 – Aug 2020

- Strategic partner to Midwest Regional Vice President of Sales in obtaining $40M annual revenue target
- Recognized as an "SAP Catalyst" (top 5% of employees) based on demonstrated leadership potential
- Managed team of 4 sales engineers, overseeing new-hire training, personal growth and development, and deal assignment
- Spearheaded 2020 "zero-waste" initiative aimed at reducing waste across 218 SAP offices globally

Senior Sales Engineer Jan 2018 – Jan 2020

- Served as technical sales lead, communicating directly with customer process leads and C-level executives to identify organizational challenges and present SAP solutions (deal size: $250K – $1.7M)
- Selected to team of 5 defining SAP CX line-of-business presales strategy for recently acquired Qualtrics ($8B)
- Led engagements with several Fortune 100 companies viewed as critical accounts, managing contributions of SAP Technical Architects, Industry Value Advisors, and Consultants during discovery, solution overview, and proof of concept

NorthPoint Development Kansas City, MO
Project Manager Mar 2017 – Jan 2018

- Oversaw $100M in real estate development; drove leadership team alignment and coordinated efforts of architects, engineers, consultants, and contractors to meet financial and regulatory project requirements
- Catalyzed shift in firm's investment strategy by creating a proprietary system to determine investment potential, reducing deal evaluation time by 50% and identifying several new metro areas for investment
- Evaluated $75M in investment opportunities by assessing market demand, revenue potential, and cost

Accenture PCL Chicago, IL
Consultant Nov 2015 – Mar 2017

- Managed mixed team of 10 Accenture and client resources to transform business process and system strategy for a global e-commerce implementation; prepared annual client contractual agreements, presentations, and budgets totaling $12M
- Led European business enablement efforts for a system release resulting in 20% average increase in digital channel revenue
- Directed internal Business Analyst and Functional Architect trainings and contributed to course content

Senior Analyst Apr 2014 – Oct 2015

- Led mixed team of 20 Accenture and client resources through the design, development, test, and country acceptance efforts for monthly system releases valued at $2M in annual revenue
- Implemented governance and process improvements leading to 15% workforce efficiency gains, enhanced regional coordination, and improved coordination with 8 other cross-functional teams for a Fortune 100 client

Analyst Jul 2013 – Mar 2014

- Recipient of "Above and Beyond" award for leading team of 10 through design efforts resulting in $13M savings to client
- Supervised team of 6 India-based employees for defect resolution, providing guidance on objectives and acceptance criteria

Additional

- Feed My Starving Children

MATAN GWETA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS — **Stanford, CA**, 2020-2022

Master of Business Administration candidate

- Member of the Private Equity and Finance & Investment clubs

HEBREW UNIVERSITY OF JERUSALEM — **Israel**, 2012-2016

Dual Bachelor of Law and Arts, Law and Economics, magna cum laude

- Teaching & research assistant in corporate law, M&A and debt restructuring

EXPERIENCE

ISRAEL CHEMICALS (ICL) – INNOVATION HUB *multinational chemical manufacturer* — **Israel**, 2020

Consultant

Deal Sourcing

- Built investment strategy for corporate innovation hub. Helped source, contact and assess 50+ potential targets from across the world. Presented findings to ICL CEO. Three identified targets received LOIs

BOSTON CONSULTING GROUP (BCG) — **Israel, Italy, UK**, 2018-2020

Consultant; Ranked top 10%, Earned two early promotions, Awarded BCG CEO recognition

Private Equity Due-Diligence

Worked on multiple PE DD cases both in Israel and in Europe across different industries. Selected examples:

- $700M Israeli financial services company: Led local market overview and competitor analysis including potential synergies, joint ventures, and M&A targets
- £400M UK based department store: Evaluated multiple "Operate vs. Sell" scenarios for target 15+ branches, assessed capex investments and modeled long term sales/m^2 potential

Operational transformation

- Orchestrated ten production managers in project across Brazil, Spain, Turkey, and Israel; drafted recommendations resulting in 30% throughput improvement and $3M profit increase
- Spearheaded financial analysis on efficiency engagement for $4B aerospace company; conducted market research and built financial model; identified and implemented $12M in immediate savings

GORNITZKY & CO. LAW FIRM *Ranked among Israel's top three M&A law firms* — **Israel**, 2016-2017

Intern of Managing Partner; specialized in PE M&As and large-scale commercial transactions

M&A negotiations

- Participated in $100M deal negotiations from LOI through drafts to closing with both internal and counterpart stakeholders; Synthesized & presented multiple 'open issues' presentations throughout negotiations

Legal Due-Diligence

- Headed legal DD for $50M PE acquisition working with both company and buyer legal teams; synthesized insights into financial model; identified two key issues which impacted deal price by $2M

PROMETHEUS FINANCIAL ADVISORY *Top financial consultancy firm in Israel* — **Israel**, 2015-2016

Senior Analyst

Company valuations

- $500M+ holding company debt restructuring: Prepared five DCFs and four multiples valuations for a large holding company utilized in debt restructuring negotiations and presented in court

Financial Analysis

- Analyzed public company's derivatives portfolio valued in excess of $10M using Black & Scholes model used in refinancing negotiations and in company's financial statements

ISRAEL DEFENCE FORCE (SPECIAL FORCES) *Long range reconnaissance unit* — **Various Locations**, 2007-2010

Operations Officer & Team leader

- Graduated elite combat unit's 18-month intensive training (40% churn rate); Commanded 25-soldier flagship operation that earned entire unit Major General award for outstanding execution

ADDITIONAL

- Passionate long-distance runner, Avid traveler (30+ countries visited) and Amateur cook
- Authorized to work in the US for any employer

RUBY GHASTIN

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Education

STANFORD UNIVERSITY, GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Masters of Business Administration — *2020-2022*

- Consulting, Consumer Retail, Europe Clubs

UNIVERSITY OF CALIFORNIA, BERKELEY — Berkeley, CA
Bachelor of Arts in Political Economy */ 3.8 GPA / Phi Beta Kappa* — *2012-2016*

- ASUC Deputy Attorney General: led team of 15 interns in student government to overhaul bylaws.
- YMA Fashion Scholarship Fund: won competition for case studies on Birchbox (2016) and Lululemon (2015). Proposed marketing campaign, pricing, and partnership strategies for each.
- Berkeley Microfinance Consulting Team: created social media strategy for local non-profit.

Experience

HELEN OF TROY */ $1.7B consumer products company with leading household brands* — New York, NY
Product Manager, OXO — *2019-2020*

- Managed $26M OXO Bath business. Analyzed sales and conducted consumer surveys to develop nine concepts accepted for the 2022 pipeline, worth approximately $3M in sales.
- Coordinated new product launches from concept phase to production, working cross-functionally with Sales and Design.
- Planned three-year product pipeline, including pricing strategy, innovation, and expansion into new categories.

MPOWERD Inc. */ social impact-focused solar light startup* — Brooklyn, NY
Product Development Associate Manager — *2018-2019*
Product Development & Supply Chain Associate — *2017-2018*

- Launched 50+ Luci products, including new colors, retailer exclusives, co-branded orders, and international packaging.
- Built product line strategy for Walmart, improving sales from $490K to $1.7M in the first year after adoption.
- Served as relationship owner for six vendors in three countries, negotiating pricing and managing over $6M of purchases. Traveled to China to source new suppliers and problem-solve for active projects.
- Managed four product innovations, including capital expenditure negotiations and prototype viability testing.
- Fast-tracked mobile application development using Spanish language skills. Resolved bugs and moved development to a team in Mexico, resulting in 89% savings.

NEST FRAGRANCES */ luxury candle and perfume manufacturer* — New York, NY
Operations / Project Management Specialist — *2016-2017*
Business Development Intern — *2015*

- Created new timeline system as company's first dedicated project manager. Streamlined communications across departments by leading new cross-functional meetings and reporting status of 78 programs to senior leadership.
- Led competitive bidding process for new fine fragrance fillers and pack-out facilities as part of cost savings team.

U.S. STATE DEPARTMENT, CONSULATE GENERAL — Naples, Italy
Political, Economic, and Commercial Section Intern — *2015*

- Tracked current events in local media, met with Italian stakeholders, and created political trend reports for Embassy.

UNITED NATIONS INFORMATION CENTER — Washington, DC
Public Information Intern — *2015*

- Reported on congressional hearings and think-tank events; grew Twitter and Facebook following.

Interests

- Boxing, book club, sewing, NYC Parks Super Steward.
- Fluent in Spanish, proficient in Italian. Traveled to 27 countries.

MAYANK GIRDHAR

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EDUCATION

Stanford Graduate School of Business Stanford, California
Sloan Fellow, MSx Program 2022 Expected
- Accelerated master's degree in management uniquely designed for experienced, global leaders at the Director / Executive level

INSEAD Fontainebleau, France
20/20 Executive Education Programme 2007
- Executive education programme on Leadership & Finance sponsored by Dresdner Kleinwort. Places awarded annually to high achieving Associates & Vice Presidents by competitive application and sponsorship from senior managers

University of Cambridge Cambridge, UK
B.A. (Hons.) Engineering
2003
- Multi-disciplinary engineering degree with Judge Business School elective courses in Economics, Accountancy & Finance
- Co-Founder and Vice President of the Cambridge University Investment Club - now the university's largest student society

PROFESSIONAL EXPERIENCE

UpSpark London, UK
Boutique consultancy providing business strategy and product expertise to start-ups and growth companies in the UK, Europe & US
Co-Founder and Director 2019 - 2021
- Impact investing in start-ups at the pre-seed, seed and Series-A stages with a focus on climate tech, clean energy and sustainability
- Advising founders and boards on strategy, innovation, tech-to-market, scaling and impact

Black Diamond Capital Management London, UK
Established in 1999, Black Diamond is a multi-strategy fund management company with c. $10 billion in AUM
Director 2010 - 2019
- Built and scaled the European business by growing the firm's AUM, number of funds, team and brand equity of the business
- Invested in over 160 companies across a broad range of industry sectors and growth stages using a deep, private equity mindset
- Responsible for c. 60% of the firm's European AUM with market outperformance recognised through industry awards and rankings

Dresdner Kleinwort London, UK
Vice President, Principal Finance 2003 - 2009
- Responsible for originating, negotiating, structuring and managing innovative private financings across multiple industries with c. $4.0 billion of capital invested across 13 transactions
- Rapidly promoted from Analyst to Associate to Vice President. Awarded a place on the prestigious INSEAD 20/20 programme

Co-Founder & Portfolio Manager of Bosphorus Capital 2004 - 2009
- Co-founded Bosphorus Capital Limited, an investment fund business which I helped launch as 1 of 5 founding team members and grow as 1 of 2 portfolio managers over its first 5 years, which is now on its fourth generation of funds with over €1 billion in AUM

RELEVANT VOLUNTEER EXPERIENCE

Advisor & Entrepreneur in Residence at the Centre for Climate Repair at Cambridge 2021 - Present
- Cross-disciplinary research institution developing radical and innovative solutions to mitigate the consequences of climate change

Judge & Advisor to Tech Nation's Net Zero Programme 2021 - Present
- Backed by the UK government, Tech Nation's Net Zero programme is the UK's growth accelerator for climate tech ventures

Domain Expert at Carbon13 2021 - Present
- Carbon13 is a talent-first venture builder for the climate emergency

ADDITIONAL EXPERIENCE

- Strategy Consultant at Analysys Consulting (now known as Analysys Mason), Cambridge, UK (2003)
- Research & Development Engineer at Motorola, Swindon, UK (2001)
- Technology Innovation Engineer at Hewlett-Packard Laboratories, Bristol, UK (2001)

ADDITIONAL INFORMATION

- Fluent in Hindi and basic knowledge of Italian and French
- Interests: Travel, tennis, golf, surfing, sub-aqua diving

Ritij Goel

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EDUCATION

Stanford Graduate School of Business – Palo Alto, CA ***Expected Graduation June 2022***
Master of Business Administration

Northwestern University, McCormick School of Engineering and Applied Science – Evanston, IL **Graduated June 2016**
Bachelor of Science: Materials Science & Engineering | Double major: Economics

Menlo School – Atherton, CA ***Graduated June 2012***

WORK EXPERIENCE

Microsoft Corporation (MSFT) – Washington, D.C.
Manager, Corporate Strategy & Development (annually achieved accelerated level-up promotions) ***June 2018 – Sept 2020***

- ***Integral member of 20-person group directly advising CEO Satya Nadella, CFO Amy Hood, and their Senior Leadership Team (SLT) on cross-company strategic issues***
  - Championed a bold strategy for India, calling to build strategic alliances with identified influential domestic companies; led a working team of SLT members and MSFT's India/Asia Heads to present to the CEO and SLT; strategy strongly endorsed by the CEO as the only viable way for Big Tech to operate in India; multiple multi-billion dollar partnerships now underway
  - Led a company-wide effort to analyze MSFT's ~$3.2T Total Addressable Market, working with the CFO to validate and refine MSFT's strategies across various market segments, incorporating competitive, regulatory, and emerging technology forces; analysis presented by the CFO to MSFT's Board of Directors with large portions of it shared with Wall Street investors to maintain positive investor sentiment by illustrating the company's strong and growing position in priority markets
  - Spearheaded effort to cultivate virtual economies within MSFT's end-user assets, by creating a unified payments infrastructure and identifying differentiated digital experiences to invest in; set foundation for MSFT's subsequent consumer investments
  - Assessed MSFT's exposure to COVID-19 pandemic across industries and identified opportunities to help industries "respond, recover, and reimagine;" shared with SLT and informed MSFT's product and GTM strategies across industries
  - Developed actionable strategies in partnership with MSFT Marketing and Engineering leaders to increase customer adoption of broader MSFT cloud solutions; strategies presented to CEO and SLT and are currently under implementation
  - Evaluated and refined MSFT's roadmap in exa-scale AI supercomputing with the CTO's Office; recommendations resulted in solidifying key >$1B investment decision by the CTO
  - Managed cross-functional team to define MSFT's strategy to win in Manufacturing industry; strategy presented to CEO and SLT with sub-teams set up to report progress on strategy implementation on a bi-annual basis

Strategy& (formerly Booz & Co.) – Washington, D.C.
Experienced Associate (achieved level-up promotion 1-yr in) ***August 2016 – May 2018***

- ***Helped C-Suites of F-100 energy companies develop strategies to lead the energy industry in the converging ecosystem of clean & distributed energy technologies, advanced computing, & materials sciences***
  - Created the technology roadmap for a F-50 utility, weaving potentially disruptive technologies into a cohesive strategy to define client participation opportunities and timeframe; roadmap served as the basis for CEO's investment strategy
  - Defined a national utility's go-to-market strategy to provide bundled energy services; acted as the de facto Engagement Manager in a 4-person team to align client capabilities with attractive market segments and outline strategic investments and acquisitions to fill capability gaps; client implemented the proposed business model and ~$400M investment
- ***Identified, assessed, and recommended M&A growth strategies***
  - Performed commercial and operational due diligences on multiple acquisitions, including a $1.5B acquisition by a F-50; created a risk-adjusted market model to predict target's revenues
  - Assessed the market potential for <5MW marine and power gen reciprocating engines for a F-50 company; identified potential acquisition targets to harvest the market opportunities

COLLEGE LEADERSHIP & ENTREPRENEURIAL EXPERIENCE

Stealth Startup (3D-printed bone & tissue substitutes), Northwestern University – Chicago, IL ***April 2014 – June 2016***
Co-founding Intern

- Liaised with investors for seed money; identified potential strategic alliances & helped define company's go-to-market strategy

Notable Projects

- Led a 3-person team to invent an effective solution for penguins with foot bacterial infection; project adopted by Chicago's Shedd Aquarium & featured in NBC's TODAY Show and TIME Magazine

ALEX GOLD

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**

Master of Business Administration Candidate *2022*

- Fintech Investment Director, Stanford GSB Impact Fund (MBA-run impact investing fund, invests ~$200K annually)
- Arbuckle Leadership Fellow, Vice President & CFO of Stanford GSB Fintech Club

University of Michigan, Ross School of Business **Ann Arbor, MI**

Bachelor of Business Administration in Finance & Accounting (with High Distinction), Minor in Economics *2015*

- Delta Sigma Pi Scholarship Key (Highest cumulative GPA), Cumulative GPA: 4.13, GMAT: 760

PROFESSIONAL EXPERIENCE

Snapdocs - *$1.50bn digital closing platform for the mortgage industry* **San Francisco, CA**

Strategy & Operations Intern *Summer 2021*

- Established new pricing structure for settlement product, leading idea origination and implementation across sales, marketing and user operations teams to operationalize customer pricing rate cards
- Developed market sizing and map of largest title companies, leveraging industry and internal databases to determine key greenfield opportunities and enable strategic sales efforts
- Analyzed customer sales cycle time and transaction adoption rates to improve customer focus for user operations team and develop new foundation for financial forecasting

Permira Advisers LLC – *€44bn AUM global investment firm with 14 offices* **New York, NY**

Private Equity Investment Professional *2017 - 2020*

- Evaluated new financial services and consumer investment opportunities – 20 brought to Investment Committee
- Co-led Permira Summer Scholars, an annual program to introduce underprivileged high school students to finance, developing program curriculum and case study for students and securing firm-wide support, raising over $100K

Selected Transaction Experience

$1.75bn acquisition of Duff & Phelps – a leading global valuation and advisory services firm

- Analyzed historical organic revenue growth and cyclicality; determined customer lifetime value and recurrence; developed value creation plan with consultants and senior advisors
- Led commercial and financial diligence on over $725m of acquisitions including Kroll, a provider of investigative and advisory solutions, and Prime Clerk, a leading bankruptcy administrator
- Managed $4.2bn sale of Duff & Phelps to Stone Point Capital and Further Global Capital Management, resulting in a top-10 investment for Permira since inception

$475m acquisition of Reformation – a leading digitally-led vertically-integrated women's contemporary apparel brand

- Discovered key strengths in unit economics, cohort trends and omni-channel capabilities by analyzing customer databases, demonstrating accelerating traffic and transaction growth, leading to increased investment conviction
- Coordinated accounting, tax, commercial, digital marketing and technology due diligence processes

Greenhill & Co. – *$300m global advisory focused boutique investment bank (NYSE:GHL)* **New York, NY**

Investment Banking Analyst, Mergers & Acquisitions and Restructuring *2015 - 2017*

- One of three analysts chosen to lead Greenhill's global training program for incoming associates and analysts
- Performed due diligence and business plan analysis to construct financial projections and detailed operating models
- Developed valuation analyses to ascertain pro forma impact on leverage and earnings for client Executive teams

Selected Transaction Experience

Advised ROFIN-SINAR Technologies (formerly NYSE:RSTI) on its $900m sale to Coherent

Advised Omnicell (NASDAQ:OMCL) on its $275m acquisition of Aesynt

Advised $1.1bn of Puerto Rico Aqueduct and Sewer Authority Senior Noteholders on restructuring alternatives

COMMUNITY

Minds Matter **New York, NY**

Co-Chair of Corporate Partnership Committee, Associate Board Member, Mentor *2017 - 2020*

- Mentored high achieving, low-income high school students for continued success in school and college preparation
- Led 10 member Corporate Partnership Committee of Associate Board, securing over $100K of corporate sponsorships

Interests: Amateur pizzaiolo, golf, New York Knicks basketball, New York Times Spelling Bee and trying new foods

BENJAMIN GOLDWATER

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration *Expected May 2022*

- Covenant review and deal analysis for zombie company debt paper I'm writing with ex-Oaktree Special Situations MD.
- Ranked top 10% in financial modeling (highest designation) at Stanford GSB.
- Investment Partner in MBA Fund (early-stage VC): invested in 2 Stanford-based start-ups; defined state of the fund to LPs.
- Co-wrote case on Virgin Galactic SPAC financing with San Francisco Fed Research Advisor and Senior Economist.
- Co-President of Consulting Club; Co-President of Jewish Business Student Association; Student Alumni Committee.
- *Select courses*: accounting; corp. financial modeling; capital structure; debt capital markets; org design & behavior.

Columbia University New York, NY
Bachelor of Arts, Biology | Cum Laude *Graduated May 2015*

EXPERIENCE

McKinsey & Company, New York, NY | *Summer Associate* *June 2020 – August 2020*

BNPL Strategy

- Defined 3 strategic plays for large US bank to compete in burgeoning 'Buy Now Pay Later' (BNPL) space by sizing future BNPL originations across industry verticals, ticket sizes, and credit boxes and unearthing merchant and consumer needs.
- Sized markets using spending and financing data; mapped competitive landscapes and identified targets for acquisition.
- Developed economic model to quantify impact of levers such as loan tenor, credit profiles, and fee structures on ROA.

Front Office Efficiency Program at US bank

- Assessed viability of $500mm front office cost saving program to ensure savings targets were achievable and sustainable.

Apollo Global Management, New York, NY *March 2017 – July 2020*

Youngest Director at $400bn alt asset manager – promoted to Director in 2019, skipping Associate Director position

Director of Compensation | *January 2019 – July 2020*

- Advised CFO, COO, and CHRO on how to rethink (and the size the impact of) compensation "levers" during pandemic. Provided senior leaders with deep visibility into key business metrics and their financial impact in uncertain times.
- Owned financial modeling of $800mm of compensation across Apollo, globally, managing 2 employees.
- Designed compensation vehicles across all of Apollo's private credit strategies ($300bn AUM) to incentivize employees and maximize Apollo's Fee-Related Earnings (FRE). Created stability during major re-orgs and expanded FRE margins.
- Analyzed and projected 7 years of compensation and carried interest costs for 1,500 employees and 300 new hires across over 100 investment vehicles and all of Apollo's business units.
- Headed $1.1mm tech project to track HR metrics in the Cloud. Maintained CFO's support by providing updates on how tool would improve efficiency (by +25%) and transparency (intangible); created change management plan for team of 10.

Compensation Associate | *March 2017 – December 2018*

- Built core financial models shared between HR and Finance to forecast and track various views of $600mm of employment costs across firm (e.g., present value, realized/unrealized value to employees, and GAAP accounting view).
- Led cross-functional team of IT and finance colleagues to automate monthly reporting, saving 150 hours of monthly work. Used newfound time to manage comp analysis for Apollo's largest business unit, leading to my promotion.

Mercer, New York, NY | *Senior Analyst (prev. Analyst), Executive Compensation Consulting* *July 2015 – March 2017*

- **Project Sunrise:** Advised client on acquisition of solar energy financing company. Identified key talent and designed retention and incentive plans to quickly complete the acquisition while target was losing deal flow during a bankruptcy.
- **Project Colgate:** Uncovered compromising employment structures at a target company that led client to revise valuation and negotiation of its +$1bn acquisition of US industrials company.
- Conducted due diligence for Mercer's venture capital arm (Innovation Hub) to identify solutions for the future of work.
- Presented data-driven insights on compensation, shareholder approvals, organizational design, and M&A due diligence.
- Standardized roll-out of Fortune 50 firm's new organizational structure for +120k employees across 8 countries by building tools in VBA to automate HR processes, globally. Automation saved an average of 500 work hours/month.

COMMUNITY INVOLVEMENT

StreetWise Partners (SWP), New York, NY | *Mentor and Officer* *February 2016 – July 2020*

- Mentored unemployed and underemployed adults. Promoted to manage 25 mentees and 30 mentors in Fall 2018.

Interests: Singing, woodworking, cast-iron restoration, career mentorship, coaching others to reach their potential

Susannah Gomm

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF MELBOURNE Melbourne, Australia
Bachelor of Commerce, Finance 2014

- First Class Honors, Commerce Dean's Honors list, McKinsey & Company Women in Leadership Scholarship, Rohan Humberstone Cup (awarded to the Trinity college student who excels across academia and sports)
- Resident of highly selective Trinity College, President of the Inter-Collegiate Council Inc. (Council of University of Melbourne Colleges' Student Club Presidents), University of Melbourne Women's 1st XI Football, Coach of Trinity Men's 1st XI Football, Captain of Trinity Women's 1st XI Football and Athletics

Experience

NIKE, INC. Beaverton, OR
Growth Manager, North America Digital Commerce 2020

- Hired as the first Growth Manager in North America. Created and implemented the Growth Funnel offense for the $4B North America Direct-to-Consumer Digital Commerce business
- Managed and optimized the Digital Commerce cross-functional growth strategy and tactics across Paid Media, SEO, ASO, platforms (4 apps & .com), and channels
- Evolved the Growth Model to incorporate machine-learning Consumer Demand Forecasting ('CDF') and cohort optimization, leading a team of data scientists building statistical models and initiating pilots with key teams (Merchandising Assortment Planning, Audience Selection for Paid Media Consumer Acquisition)
- Led education and adoption of the Growth Model across a 300+ employee business unit

Senior Analyst, Global Strategic Planning 2018 - 2020

- Drove vision for transformation of NIKE's marketplace across direct-to-consumer and wholesale to drive deeper, authentic consumer engagement. Led new business model development, and alignment across 100+ stakeholders. Supported the cross-functional delivery of a new innovative retail format in market
- Crafted narrative for the NIKE Board of Directors on the major quantitative and qualitative shifts across values, sports engagement, and consumption that Gen Z is driving in the US and China
- Partnered with the VP of Strategy to steer NIKE's 12 most senior executives' strategic cadence and discussions. Orchestrate preparation across global, brand, and geography teams
- Took the initiative to develop, and guide the roll-out of, a comprehensive tool detailing the skills and expectations for Analysts through to Senior Directors across the NIKE strategy function (300+ employees). Advised the VPs of Strategy on implementation within the annual employee rating and review process
- Led training of new hires across the NIKE strategy function on key topics including project scoping, financial modelling, and deliverable creation. Co-developed mentoring initiative for new hires

MCKINSEY & COMPANY Melbourne & Sydney, Australia
Associate, Business Analyst (2015 - 2017) 2015-2018

- Served a breadth of industries across Agriculture, Retail, and Manufacturing on a range of strategic topics -
    - Defined 10-year strategy for a global $20B, 10,000+ farmer cooperative. Framed key choices for senior executives. Led global supply/demand assessment of opportunities and implications.
    - Pioneered new advanced analytics approach for site diagnostics. Partnered with senior stakeholders across retail, operations, and finance to select and plan options across the 800-site retail network.
    - Developed dynamic B2B pricing model for $1B division. Operationalized with regional teams.
- Co-authored "The Productivity Puzzle: The Role of Demand and The Promise of Digitization" for McKinsey Global Institute. Led Manufacturing and Financial Services modules, working with a range of industry leaders.
- Served as Social Chair for the Melbourne office, managing regular events and coordinating with office leaders.

Additional

Interests: Snowboarding, Fabric Technology, Reading, Travel, Hiking (Mt. Everest Base Camp, Monte Fitz Roy base)

"C.C." Xi Gong

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020-2022
- Venture Capital Club President, Entrepreneur Club, Social Impact Club, Student Association Social Committee

HARVARD UNIVERSITY Cambridge, MA
Bachelor of Arts cum laude in Psychology, Economics Secondary 2011 – 2015
- Harvard Undergraduate Council (Chair of Student Initiatives), Ivy Council (VP of External Affairs)
- Study Abroad: International Honors Program in Public Policy and Sustainable Development - Comparative multidisciplinary program in Brazil, South Africa, and Vietnam; Microeconomics and Art History in Italy

Experience

NFX Stanford, CA
Venture Fellow Dec 2020 – Present
- Generate deal flow, complete due diligence, advise founders, and assist the investment committee
- Launched inaugural university startup competition and invested $300,000 in 3 promising student startups

Bain Capital Ventures San Francisco, CA
Summer Associate June 2021 – Aug 2021
- Worked directly with Managing Partners on seed deals from $500k-$5M across consumer and enterprise
- Sourced a dozen prospective investments and assisted with diligence process for 2 successful investments

WHITE HOUSE | US DEPARTMENT OF VETERANS AFFAIRS Washington D.C.
Presidential Innovation Fellow, Serving the US Department of Veterans Affairs Oct 2019 – Oct 2020
- Pitched and raised $1M to prototype platform for connecting local governments in COVID response efforts
- Delivered project to digitize the Veteran Caregiver benefit application process in 2 months vs. 1-year timeline
- Led user research to improve service delivery to Veterans through design thinking and digital transformation

FACEBOOK Menlo Park, CA
Product Manager July 2018 – Sept 2019
- Led multiple engineering teams across Messenger and Instagram to develop cross-platform search functionality and a unified ML ranking infrastructure, enabling interoperability between two messaging apps
- Redefined success metrics for Messenger search, used by 1.5B users, to better capture value to user
- Proposed product strategy pivot to VP-level executive team after conducting extensive user research; doubled size of team to bring feature ideas to market; hired engineering manager, data scientist, and 4 engineers
- Created a PM Roundtable Community connecting 100+ PMs across WhatsApp, Instagram, Messenger

MICROSOFT CORPORATION Redmond, WA
Program Manager, Windows New Experiences and Technology, Mixed Reality EDU Sept 2016 – July 2018
- Pitched to VP and formed incubation team focused on delivering new AR/VR consumer experiences
- Developed product roadmap and led cross-functional team of engineers and designers to deliver Microsoft's first native 360 media viewing and editing functionality on desktop and Windows Mixed Reality headsets
- Proposed and created company curriculum on increasing user retention; course has been referenced by 1,000+ engineers working on new Windows products and is now part of new hire onboarding
- Built grassroots internal new hire program; spearheaded 20+ initiatives and secured funding of $150,000 for initial pilot, leading to 34% reduction in attrition rate; partnered with company VPs for company-wide launch

Program Manager, Bing Ads Search Business Aug 2015 – Sept 2016
- Led vendor team of 12 decision scientists to deliver actionable consumer insights and marketplace performance analyses to the global sales teams; created first international sales data platform
- Developed financial forecasting models and identified errors in seasonal covariates, improving our proprietary forecasting framework in R which established $6B fiscal target for global search ad revenue
- Represented the US and LATAM Bing search ads markets as the product lead at global partner meetings with engineering groups; advocated for localized product updates, which increased ad sales by 4% in those regions

Additional

- **Languages**: Fluent Mandarin Chinese, Conversational Spanish, Beginning Italian
- **Entrepreneurship**: Founding member of two civic engagement platforms: Agora <www.theagora.co> and Townhall 140; 1st place winner at Seattle's Data Science Startup Weekend Pitch Competition 2016
- **Service/Leadership**:
  - Wellspring Family Services Associate Board member; raised $12,000 for Early Learning Center
  - Founded Harvard Club of Seattle Alumni Service Committee and Recent Grad Committee; planned inaugural Nonprofit Board Recruitment Fair gathering 62 local nonprofits and 350 attendees
- **Interests**: Certified ScrumMaster, public speaking coach, Advanced Open Water Diver, standup comedian

EVA GONZALEZ

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EDUCATION

Stanford Graduate School of Business **Palo Alto, CA**
MBA Candidate June 2022

Brown University **Providence, RI**
Bachelor of Arts in History – GPA: 3.9/4.0 May 2015

- President, Women in Business (currently serving on Advisory Board)
- President, Kappa Alpha Theta Sorority

WORK EXPERIENCE

Frankly **San Francisco, CA**
Business Development Intern June 2020 – August 2020

- Helped prepare early stage retail startup for launch by developing pricing strategy and designing inventory plan.

Stitch Fix **San Francisco, CA**
Associate Planner February 2020 – June 2020
Planning Analyst September 2018 – January 2020

- Promoted to Associate Planner, taking on ownership of additional merchandizing category.
- Build bottom-up and top-down forecasts in Excel to translate high-level financial goals into operational merchandizing plans for $110 million sweaters and knits business growing at 27% year-over-year.
- Present financial business outlook to merchandising executives at monthly forecasting meeting, summarizing key takeaways, recommending strategic actions, and fielding Q&A.
- Conceived and built seasonal forecasting tool that analyzes sweaters inventory by weight after discovering that prior analysis overlooked the role of seasonality in sales and inventory management.
- Serve as "super-user" for Looker SQL business intelligence platform, holding office hours to assist coworkers.
- Mentor two junior analysts, providing training in analytical tools and advice on professional development.

Bloomingdale's – Executive Development Program **New York, NY**
Senior Assistant Buyer – Cosmetics December 2017 - August 2018

- Oversaw inception, strategy, development, and launch of new WellChemist natural beauty shop. Selected brand partners after extensive industry research and 100 interviews. Aligned brand positioning cross-functionally with marketing, store design, and site merchandising.
- Identified opportunities to grow core business through weekly re-orders of top merchandise by analyzing more than $100 million of in-store and online annual sales in Excel and determining key drivers of performance.
- Elected to one of six executive board positions at inception of company-wide Millennial Employee Resource Group. Organized social events and executive leadership networking events to drive millennial employee engagement with 80 members that joined in first year.

Assistant Buyer – Bedding August 2016 - December 2017

- Assisted buyer in managing $40 million annual sales, including cultivation of three private label brands.
- Analyzed optimal markdown level by private label program and adjusted promotional strategy, contributing to beat of margin plan and win of Best Merchant team in Home at Seasonal Recognition.

Omni Junior Merchant – Domestics June 2015 - August 2016

- Supported five buying teams launching 10,000+ products.
- Submitted orders, price changes, and style moves.

Buying Intern – Kids June 2014 - August 2014

- Conducted sales trend analysis of shoe department and presented recommendations regarding omnichannel merchandise consistency and store design.

SKILLS AND INTERESTS

Languages: Proficient Spanish, Basic Mandarin Chinese
Interests: Long Distance Running (training for marathon), Spinning, Traveling, Board Games, Yoga, Meditation

Julia C. Goodman

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EDUCATION

Stanford Graduate School of Business — Palo Alto, CA
Master of Business Administration Candidate — Exp. 2022

Duke University — Durham, NC
Bachelor of Arts in Public Policy Studies, Minor in Economics — 2015

PROFESSIONAL EXPERIENCE

General Atlantic ("GA") — New York City, NY
Summer Vice President, Technology Group (Internship) — Jun 2021 – Aug 2021

- Core deal team member for growth equity investments in consumer tech sector with investment size ranging from $25M-$500M
- Led diligence efforts on opportunities to assess investment viability; sourced and screened prospective deals reporting directly to head of team (GA Partner); created internal memoranda on deal prospects prior to final investments
- Developed framework for GA's investment theses in emerging sub-sectors including creator economy and social commerce

Propel, Inc. — New York City, NY
Propel develops fintech solutions to help low-income Americans improve financial health
Consultant (Part-Time) — Jan 2020 – Jun 2020

- Created first operating model to assess unit economics and profitably metrics for company's new debit card product
- Conducted research to enable Operations and Design teams to structure and bring to market an initial rewards and benefit program

Resy (acquired by American Express in Jul 2019) — New York City, NY
Resy builds software for the hospitality industry that enables restaurants to streamline operations, market table inventory, and use data to understand their customers and business
Manager, Business Strategy — Mar 2018 – Jan 2020
Senior Analyst — Apr 2017 – Mar 2018

- Led M&A, fundraising, and finance functions as company grew from 32 to +200 employees and prepared for sale
- Promoted from Senior Analyst to Manager of Business Strategy and given increased mission-critical responsibilities

M&A Process and Strategy

- Ran deal teams during Resy's three acquisitions (Reserve, Nov 2018; ClubKviar, Mar 2018; Servy, Oct 2017), directing all workstreams from sourcing, due diligence, valuation, legal documentation, and post-close integration
- Worked alongside CEO and CFO to source, negotiate, and execute sale to AmEx; represented Resy in extensive diligence processes and led extensive post-close integration to support transition of financial, technical, and personnel-related processes onto AmEx systems

Fundraising Process and Strategy

- Led Series A-1 fundraise; organized investor meetings, negotiated deal terms, and managed diligence and legal processes
- Communicated regularly with existing investors regarding ad hoc data and financial inquiries and business updates
- Created presentations on company performance for quarterly Board of Directors meetings and institutional investors

Financial Planning & Analysis

- Built and managed financial model used for forecasting, budgeting, and analyzing key business value drivers
- Collaborated with department heads to codify processes for projecting and tracking key performance indicators
- Developed company sales model that leadership used to project monthly sales targets and determine optimized hiring schedule, ultimately growing team from six to more than 45 salespeople

Goldman Sachs — New York City, NY
Analyst, Investment Banking Division, Leveraged Finance, Industrials — Jul 2015 – Mar 2017

- Built financial models analyzing capital structure alternatives and impact on cost of capital, credit metrics, and issuer's cash flows
- Collaborated with management teams of non-investment grade industrial companies to create confidential information memorandums and investor presentations utilized to help investors understand credit story behind security offerings

ADDITIONAL

- Activities: Trained Crisis Counselor at Crisis Text Line
  Improvisation Comedy Classes
  Volunteer for Lincoln Center Education, Community Engagement
- Languages: Native – English; Intermediate – Spanish
- Interests: Amateur Painter, Hiking, Running, Seasonal Cooking, Self-Proclaimed Restaurant Critic

Caroline M. Gray

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Palo Alto, CA**
MBA Candidate *Expected 2022*

DARTMOUTH COLLEGE **Hanover, NH**
Bachelor of Arts in Economics *June 2016*

- Summa Cum Laude; GPA: 3.97 / 4.00
- Dartmouth Varsity Sailing: National Champions in 2013 and 2014

EXPERIENCE

BAIN CAPITAL TECH OPPORTUNITIES **Boston, MA**
Associate *Mar 2019- Jul 2020*

- Chosen as Employee #1 to help launch Bain Capital's newest fund: growth equity & middle market technology investing
- Helped craft fund strategy and draft investor relations memoranda; interviewed & led training for all 20 new hires
- Engaged in every aspect of the investment lifecycle: developed relationships with entrepreneurs and sourced opportunities, conducted thorough due diligence and prepared investment committee materials, and advised portfolio companies

Selected Investment Experience

Completed investment in Hudl, leading sports video and analytics platform

- Assessed Hudl product strength and market drivers within College and Professional sports markets
- Completed detailed cash flow analysis to project impact of COVID-19 on business performance
- Managed external accounting and legal teams to oversee their due diligence

Buyout of leader in K12 special education software vendor ($450M bid submitted)

- Lead associate on diligence, drove analysis on all key issues across market size, product, and competitive
- Managed team of 15 external consultants to complete customer survey and detailed market analysis

BAIN CAPITAL PRIVATE EQUITY **Boston, MA**
Associate, Analyst, Intern *Jul 2016- Mar 2019*

- Developed operational & financial models, conducted expert interviews, analyzed data from targets and third parties
- Worked across both Technology & Consumer teams, building deep sub-sector expertise in EdTech and D2C brands

Selected Investment Experience

Completed $2B+ investment in CentralSquare, simultaneous combination of three companies to create leading public safety and public administration software provider

- Created complex LBO model that combined three companies, worked with investment banks on debt financing
- Built bottom-up cost model for combined company, including headquarters relocation and integration synergies

Buyout of workflow automation software vendor ($500M bid submitted)

- Led market & product diligence: defined market size and penetration curve through customer survey & interviews
- Detailed micro analysis of company performance to assess key growth driver of expanding within current customers

GOLDMAN SACHS SPECIAL SITUATIONS GROUP **New York, NY**
Private Capital Investing Intern *Winter 2015*

- Analyzed and structured prospective preferred equity and mezzanine debt investments for the middle market

OTHER

- **BOSTON WOMEN IN PRIVATE EQUITY** (BWPE) Board Member: *2017-2020*
  - Scaled non-profit from 15 to 100+ women across PE and VC in Boston; raised $100K+ from sponsors
- Interests: Flying (private pilot), urban hiking, Catan, fishing

STEPHANIE GRAYSON

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- GRE: Verbal – 168 (98th Percentile); Quantitative – 164 (88th Percentile); Analytical Writing – 6 (99th Percentile)

HARVARD COLLEGE Cambridge, MA
A.B. in Government, Secondary in Economics 2014
- Graduated with Advanced Standing (completed four-year degree requirements in three years)
- Cuban-American Association President, Bioethics Society President, Leadership Institute Development Coordinator

Experience

KOHLBERG KRAVIS ROBERTS & CO (KKR) New York, New York
Investment Team – Real Estate Credit Group, Associate 2017-2020
- Invested in diversified debt structures and opportunities on behalf of KKR's $1.2 billion real estate credit platform

Transaction Experience
- Thesis Development: Identified key economic indicators, evaluated macro and micro risk factors, and identified secular market trends to identify accretive investment theses across traditional and non-traditional U.S. markets
- Valuation: Underwrote business plan execution of $7.0 billion of prospective deals, building sensitized, multi-scenario proforma projections, completing transaction diligence, and making associated investment recommendations
- Investment Execution: Produced and presented investment memoranda, drove business and legal point negotiation and managed multi-party internal and external deal-teams to drive closing of $1.3 billion of transactions

Strategic Initiative & Client Management Experience
- Client Relationship Management: Developed and managed platform's key borrower, financing and industry relationships
- Fundraising & LP Engagement Strategy: Drove platform growth strategy and business expansion by developing investment scope and fundraising materials for opportunistic real estate credit vehicle
- Corporate Infrastructure & Reporting Development: Built and developed public REIT's corporate infrastructure, quarterly Board of Director materials, earnings releases and public reporting package
- Company Growth & Capital Deployment Model: Built and managed company growth and capital deployment model; worked with team leadership to produce associated quarterly reporting and growth strategy proposals

GOLDMAN SACHS & CO. New York, New York
Alternative Investments & Manager Selection Division, Real Estate Investment Group, Analyst 2015-2017
- Invested on behalf of real estate private equity platform managing $8 billion across diversified investment strategies

Transaction Experience
- Investment Process Ownership: Underwrote, diligenced and closed acquisitions, co-investments and primary and secondary private equity investments; managed legal/closing processes throughout counterparty negotiations
- New Initiative Roll-Out & Execution: Canvassed market to identify emerging private equity manager investment prospects; built multi-factor valuation model to identify and close platform's inaugural $100 million strategic anchor position
- Global Multi-Asset Portfolio Diligence & Valuation: Constructed dynamic operating models to underwrite $1.5 billion real estate portfolio and determine appropriate $150 million position sizing and associated distressed pricing for portfolio bid

LP Engagement & Strategic Initiative Experience
- Client Relationship & Portfolio Management: Managed LP relationships and provided bespoke portfolio construction guidance in outsourced CIO function on behalf of diversified institutional investors
- Targeted Growth & Portfolio Construction Strategy: Researched global market to identify industry trends, strategically target thematic investment opportunities and spearhead associated efforts per client capital deployment goals
- Fund Valuation and Investment Process Standardization: Built tool to track and evaluate prospective investment targets across standardized criteria, establishing a quantitative approach to the consideration of qualitative investment criteria

JPMORGAN CHASE & CO. New York, New York
Commercial Mortgage Backed Securities (CMBS) Origination, Analyst 2014-2015
- Analyzed asset financials to model cash-flow scenarios and size, structure and evaluate CMBS loan opportunities

Latin American Debt Capital Markets, Intern 2013
- Structured and priced high yield and investment grade debt on behalf of Latin American corporate and sovereign clients

Additional

- Fluent in Spanish; Conversational in Portuguese
- Series 7 & 63 certified; Advanced Microsoft Office, Salesforce Suite, Argus Enterprise & Bloomberg User
- Young Professional Board Member of *Cuba Emprende* & *The Cuba Study Group*; Advisor to the CEO of *Diversio*

NINA GREENEBAUM

503-412-8014 ● ninaegr@stanford.edu ● www.linkedin.com/in/ninagreenebaum

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA

Master of Business Administration Candidate 2022

- *COO*, Stanford GSB Impact Fund – Chief Operating Officer of student-run impact investment fund.
- Other Activities: Tech Club, VC Club, Women in Management, Admissions Ambassador, Student Alumni Committee Representative.

OCCIDENTAL COLLEGE Los Angeles, CA

Bachelor of Arts in Diplomacy & World Affairs and Spanish, Cum Laude 2015

- Honors Scholarship for academic achievement for four consecutive years.
- Activities: Dean's Advisory Committee member, Office of Admission Student Interviewer.

Experience

MODERN VENTURE PARTNERS Menlo Park, CA

Early-stage venture fund that invests on behalf of high net-worth individuals and family offices.

Principal-in-Residence 2021 – Present

- Investing in Seed to Series C enterprise SaaS and consumer tech businesses.

NIKE

Digital Commerce MBA Intern 2021

- Built a strategy for Nike to integrate sustainability-focused initiatives within their mobile app ecosystem (Nike, Nike Training Club etc.) to win with Gen Z.
- Conducted stakeholder interviews and developed cross-functional partnerships between Digital Product Engineering, Sustainability, Membership Growth, Marketplace Partners and Finance.

SPRINKLR (NYSE:CXM) San Francisco, CA

Enterprise SaaS firm providing a customer experience platform built on AI. Joined at Series C. IPO: 6/23/2021.

Senior Product and Channel Partnerships Manager 2019 - 2020

- Developed the roadmap for Sprinklr's fastest growing product, Modern Care, in collaboration with product management, engineering, UX design and product marketing, generating $40 million in annual revenue.
- Designed integrations with the product/growth teams at Google, WhatsApp, Apple, and Facebook.
- Identified opportunity in China, creating Sprinklr's APAC product strategy driving 20% rev. growth.

Client Success Manager 2017 - 2019

- Exceeded renewal targets by 30% by leading the lululemon, Airbnb and Expedia accounts with annual revenue over $4 million.
- Designed and led interactive strategy sessions with client leadership, aligning digital marketing and customer care strategy with technology.
- Selected to serve as Internship Program Regional Lead, recruiting, interviewing and mentoring interns.

Client Success Analyst 2015 - 2017

- Partnered with Director to grow the Nike, Apple and Cisco accounts worth over $10 million, serving as a technical platform expert. Member of the team responsible for the Nike app launch (formerly Nike+).
- Grew the Apple-Sprinklr contract by 8x within four months of hire, contributing $1.6 million in revenue, resulting in the launch of AppleCare Social Media Support.
- Promoted from part-time intern to full-time, permanent hire within three months.

Additional

- Skills: JIRA, Salesforce Sales Cloud, Sprinklr, Web Analytics, Excel, R, PowerPoint.
- Founding Young Professionals Board member at Friends of the Children – SF/Bay Area, an organization that provides full-time mentors to under-resourced youth for 12 years.
- Fluent in English (native). Proficient in Spanish. Elementary Farsi.
- Interests: Distance running (3x half marathons – Malibu, Berkeley, San Francisco), skiing, backpacking, and floral design.

DEVIN J. GROSSMAN

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA *June 2022*
Master of Business Administration Candidate

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA *May 2016*
B.S. in Economics, Concentrations: Finance, Legal Studies & Business Ethics; Minor: French

- GPA: 3.92/4.00, *summa cum laude*, Beta Gamma Sigma (top 10% of Wharton class)
- **Finance 238 (Capital Markets) and Statistics 102 (Introduction to Business Statistics): Teaching Assistant**. Taught weekly recitations, held weekly office hours, advised professors on course content and lecture materials; selected on basis of academic achievement and classroom leadership *(August 2013 – May 2016)*
- **Nominations and Elections Committee: Chair**. Led organization overseeing undergraduate elections; appoint underrepresented student groups to sit on Penn's highest policy-influencing committee; created annual report on demographics of student leaders to promote campus diversity *(August 2012 – May 2016)*
- **Sphinx Senior Society: Chief, Member of Board of Governors**. Selected by peers as one of 30 seniors to Penn's honor society recognizing most active student leaders; later elected by peers to helm society *(April 2015 – May 2017)*
- **Kite & Key Society: Campus Tour Guide, Day Host**. Selected from over 100 applicants to facilitate weekly campus tours for Penn Undergraduate Admissions; hosted prospective visiting students *(Fall 2014 – May 2016)*

EXPERIENCE

WARBURG PINCUS, LLC, New York, NY ***August 2016 – August 2020***
Associate, Technology, Media, and Telecommunications (TMT) Group *July 2018 – August 2020*

- Manage all aspects of investment lifecycle. Source new deals, evaluate transaction merits, collaborate with third-party consultants, advise portfolio companies on strategic decisions, and supervise Analysts
- Executed $400 million investment in Samsara, a rapidly growing provider of connected sensors and related software, on compressed timeline to provide company liquidity during COVID-19 pandemic. Conducted research on market and regulatory environment, completed financial due diligence, and presented recommendation to invest to executive committee
- Sourced $110 million acquisition of Softeon, a warehouse management software provider. Initiated research in warehouse automation sector, identified target company, courted CEO over two years, and enlisted strategic advisor. Negotiated purchase agreement with CEO as sole Warburg representative
- Completed $35 million investment in Cargomatic, a mobile B2B shipment marketplace. Served as sole junior team member; performed market research, built financial model, and interviewed leading customers. Post investment, collaborated with CEO to develop performance dashboard to track profitability by product
- Prospect extensively for new deal opportunities; managing personally-developed network of advisors; meeting as sole Warburg representative with hundreds of prospects across North America
- Founded LGBTQ+ affinity group. Initiated Warburg's sponsorship of Out for Undergrad Business Conference

Analyst, TMT Group *August 2016 – July 2018*

- Partnered with CFO of BlueGrace, a truck brokerage in Warburg portfolio, to finance accelerated employee hiring plan. Built financial model and created pitch materials. Pursued 12 potential lenders and responded to lender inquiries; company secured $35 million in debt refinancing
- Scaled Analyst program from six to nine Analysts in three years and expanded applicant pool from two to 12 universities; presented as Warburg lead at college information sessions. Designed Analyst-specific technical training materials

ADDITIONAL INFORMATION

- **Live Out Loud: Development Committee Board Member, Director of Volunteers**. Secure corporate partnerships, sell group tickets, and manage 90 volunteers for annual fundraising galas in 2018/2019; raised more than $500,000 from 200 attendees to support organization's mission of LGBTQ+ youth career mentorship *(February 2018 – Present)*
- **Penn Alumni Involvement:** Volunteer as Class of 2016 Alumni Leader. Host alumni donor events and encourage classmates' giving in continuation from role as undergraduate board member of Seniors for Penn Fund. Interviewed more than 15 undergraduate applicants across six admissions cycles *(June 2016 – Present)*
- **Out for Undergrad Business Conference:** Mentor 10 LGBTQ+ undergraduates during conference and through internship and full-time recruiting processes in banking, consulting and at Warburg *(April 2019 – Present)*
- **Interests:** Outdoor Shakespeare • Finding great falafel • Historic home tours • Hiking in National Parks • Sour Patch Kids

PILAR E. GUERRA

Ave. Anacaona #19, Torre Paseo del Parque, Piso 13, Santo Domingo, Dom. Rep. • +1 (305) 310-2484 • pilareguerra@gmail.com

EDUCATION

Columbia University, *Bachelor of Arts in Financial Economics* — ***New York, NY***
- **Cumulative GPA:** 3.7/4.0 | **Honors:** Columbia University Scholars Program, Kluge Scholar; Dean's List — ***September 2012 – May 2016***

University of Sydney, *Semester Abroad (coordinated by Butler University) focused on Political Economy & Outdoor Education* — ***Sydney, Australia***
- **Cumulative GPA:** 4.0/4.0 | **Honors:** High Distinction (top grade in all courses completed) — ***Fall 2014***

Instituto de Pesquisas Ecológicas, *Research on The Effect of Microhabitats on Arthropod Richness in an Atlantic Forest Area* — ***Nazaré Paulista, Brazil***
- **Cumulative GPA**: 4.3/4.0 (A+ grade only awarded to top two student participants) — ***Summer 2013***

EXPERIENCE

McKinsey & Company, *Full Time Analyst* — ***Panama City, Panama***
- Successfully made a business case for expansion to the Dominican Republic, leading to a new office in March 2020. — ***February 2019 – Present***
- Analyzed the wireless and wireline operations of an acquired telco prior to integration with the purchasing company to determine the Acquiree's degree of entanglement with its mainland U.S. parent company during an M&A project in Puerto Rico.
- Supported the creation, integration, and development of Agile digital marketing squads at a major Panamanian bank, allowing for the digital sale of 2,200+ credit cards (16% share of total sale), ~40K savings accounts (represented 56% share of new clients of the bank), and 4.5MM+ digital transactions through the bank's digital channels (i.e. web, app) and paid media channels (e.g. FB, Google, Instagram).
- Ran digital maturity diagnostic for a major Panamanian holding company, proposing 4 digital strategies with US$9-18MM in operational impact.

Citi Private Bank, *Full Time Rotational Analyst, Associate Banker & Business Strategy Analyst* — ***New York, NY***
- Selected to work directly for the Head of the NY region as an Associate Banker and Business Strategy Analyst. — ***March 2018 – October 2018***
- Helped reallocate regional budget and re-adjust banker goals for 2018 by examining year-end 2017 banking team metrics to identify trends around each team's revenues vs. expenses, client/product concentrations, and prospecting activities.
- Organized 6 external/internal events with 2,000+ audience members; created presentations, wrote invitations, coordinated agenda/seating charts.

Citi Private Bank, *Full Time Rotational Analyst, Credit Analyst* — ***New York, NY***
- Assisted in examining, underwriting, negotiating and managing ~$2.0BN of real estate assets with the Commercial Real Estate credit team; helped process and close ~$60.0MM of new consumer and business loans. — ***August 2017 – March 2018***
- Analyzed 90+ audited Guarantor and Borrower balance sheets, operating statements, and cash flows to haircut them according to the bank's adjustment guidelines and to stress test them against the bank's risk management framework.

Citi Private Bank, *Full Time Rotational Analyst, Associate Banker Analyst* — ***New York, NY***
- Serviced 50+ Ultra High Net Worth clients and managed an ~$8.6BN portfolio of assets under management as an Associate Banker for 3 different banking teams; served as clients' main contact in the Private Bank and managed team pipelines. — ***June 2016 – August 2017***
- Met with 20+ clients and Family Office representatives to: onboard them to the Private Bank, assist them in the completion of account opening paperwork, and determine their risk tolerance, time horizon, and investment objectives, which led to 135+ new account openings.
- Led to ~$3.5MM in new fund subscriptions by analyzing historical customer preferences and portfolio allocations to better target marketing efforts.

Merrill Lynch Wealth Management, *Global Wealth Investment Management Intern* — ***Miami, FL***
- Presented daily reports on commodities, currencies, and indices for the trading floor based on Bloomberg and WSJ news. — ***June – August 2015***
- Optimized the team's investment process by creating a metrics database for 100+ funds, which included information on ticker symbols, Morningstar ratings, geographic and sector distributions, and performance metrics; fostered relationships with fund managers in the process.
- Created the Pitchbook and website for the Colombia and New York teams (in both English and Spanish) to be used in meetings with client prospects.
- Selected to organize/lead ML's Teen Investing Program for students; taught crash course on bonds, stocks, ETFs, mutual funds, and hedge funds.

LEADERSHIP & EXTRACURRICULARS

McKinsey & Company, *Recruiter & Impact with Experience Initiative Advocate* — ***Panama City, Panama***
- Dedicated 200+ hours to LatAm recruitment efforts: scouting referrals, mentoring prospective candidates/interns; set up a networking event for the new office in the Dominican Republic (100+ attendees). — ***February 2019 – Present***
- Founded a 23-member Book Club for the Panama and Bogota offices to promote intellectual discussions around varied topics of common interest.

Citi Private Bank Diversity Committee, *Women and Retention Sub-Committee Member & Recruitment Officer* — ***New York, NY***
- Organized *How to Empower Your Manager to be Your Advocate* fireside event to teach VP and AVP-level employees to learn how to take ownership of this process; coordinated audio and video logistics and drafted questions to ask the senior panelists. — ***September 2017 – October 2018***
- Reviewed 60+ resumes and interviewed 15+ candidates for CPB's sophomore internship program, spoke at 5 Citi info sessions and diversity panels; mentored 3 interns during the summer resulting in 100% of them accepting offers with Citi.

Delta Gamma, Zeta Theta Chapter, *Member & Director of Public Relations* — ***October 2013 – Present***
- Recognized as a Delta Gamma Visionary for fundraising work to benefit the visually impaired.
- Raised over $24,000 for the Service for Sight Delta Gamma Foundation.
- Recorded audiobooks and created tactile braille books for North American organizations that promote sight preservation.

Global Brigades Water Sanitation, *Volunteer & Treasurer* — ***September 2013 – January 2014***
- Travelled as volunteer to Ghana and designed/built/implemented rainwater harvesting system to provide fresh water.

Mu Alpha Theta National Mathematics Association, *Member* — ***2011 – 2013***

SKILLS & INTERESTS

Languages: English and Spanish (native), Portuguese (conversational)
Interests: Kickboxing, dancing Merengue, traveling, painting (portraits), boardgames, reading (books about human survival), photography

RUCHITA GUPTA

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EDUCATION

STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS Palo Alto, CA
M.B.A. Candidate 2020 – present

- Clubs: Tech Club (Industry VP – Enterprise), Stanford Women on Boards, Search Fund Club

YALE UNIVERSITY New Haven, CT
B.A. in Economics, B.S. in Psychology with distinction – GPA: 3.92 2012 – 2016

PROFESSIONAL EXPERIENCE

VOXCO SURVEY SOFTWARE Palo Alto, CA
Intern, Special Projects 2021 – present
Analyzed entry into the healthcare vertical through desk research; currently assisting CEO with capital raise strategy

WARBURG PINCUS New York, NY
Private Equity Associate, Technology (focus on SaaS/B2C investing); Promoted to 3rd year associate 2018 – 2020
Sourced, diligenced, and evaluated $30M to $1B investment opportunities into growth-stage technology companies

- **Operational Initiatives**
  - Unit economics analysis: analyzed logo, user, net, and gross retention, renewal rate, customer lifetime value to acquisition costs, and other KPIs
  - Sales efficiency analysis: assessed health of sales org via pipeline, payback, and rep-by-rep / segment performance analysis
  - Customer analysis: evaluated customer cohorts with respect to revenue, margin, unit pricing, payback, and customer journey (i.e. upsell/downsell patterns); dug into and synthesized reasons behind downsell, churn, and upsell
  - Market sizing: analyzed TAM, penetration, and market share bottom-up and top-down through primary/secondary research
  - Customer, market, and competitive research: evaluated market dynamics and customer feedback through desktop research, surveys, and dozens of competitor, industry, and former/current customer calls
  - Executive communication: presented findings and recommendation to partners at firm, summarizing thesis and risks
  - Financial projection modeling: built bottom-up operating models to test key financial levers for growth, cash flow, and debt
- **Portfolio Company Initiative**: BitSight (B2B SaaS ratings company)
  - Coordinated and supported cross-functional team: addressed multiple operational issues across sales, marketing, customer success, and pricing; led to restructuring of sales team, customer success org, and pricing and packaging models
  - Product research: interviewed current/target customers to identify product-market fit shortcomings, resulting in shift of product team focus from depth to breadth of offering
  - Inorganic and organic growth opps: worked with c-suite on pinpointing adjacent areas to bolster the core platform and reached out to M&A targets
  - Sales forecasting: built a bottom-up sales rep model, improving forecasting at company; worked with FP&A
- **Strategic Initiative – Gaming**: Spearheaded entry and analysis into the Gaming vertical, becoming resident expert
  - Thesis development: conducted market/competitive research and industry/investor calls to map out the space and pinpoint high-potential subsectors and themes; presented findings to group head
  - Relationship management: built pipeline of 100+ companies through direct CEO contact via phone calls and emails
  - Sourcing: brought in 20+ investment opportunities, leveraging professional network for intros to hard-to-reach companies
- **Select Investment Processes**
  - Co-led sale of Civitas Learning, a higher education SaaS company. Modeled impact of sale price on equity returns of board members, supporting team in navigating board politics to secure sign-off on sale
  - Consensus building: convinced team to pass on ~$200mm investment opp after uncovering material negative finding
  - Sourcing: created ~$350mm opp by sourcing an M&A opportunity for an interesting prospect
  - Innovation: brainstormed creative deal structures to push a ~$250mm opp forward; evaluated impact of new regulation

GOLDMAN SACHS New York, NY
Investment Banking Analyst, Technology, Media, & Telecommunications Group 2016 – 2018
Advised public/private clients on mergers, acquisitions, leveraged buyouts, and financings

- Received notice of promotion to associate after only 1 year as an analyst
- Led $150mm IPO of CarGurus, a high-growth online auto marketplace
  - Coached executive team throughout roadshow on how to woo potential investors, resulting in above-range pricing of $16
  - Conducted market sizing analysis and competitive benchmarking; in process, corrected key discrepancies in a well-known market research company's published work

ADDITIONAL INFORMATION

Community: Volunteer with iMentor, guiding high school sophomore in non-cognitive skill development and college readiness
Interests: Hip hop dance, Strategy board games (e.g. Secret Hitler, Avalon), 'True crime' documentaries, Human psychology

ANGELA HA

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate Sep 2020 – Jun 2022

Massachusetts Institute of Technology Cambridge, MA
Bachelor of Science, Mechanical Engineering (GPA 4.74/5.0) Aug 2011 – Jun 2015

- MIT Varsity Volleyball (junior year walk-on) – NEWMAC Academic All-Conference; Pi Tau Sigma – Mechanical Eng. Honor Society; Electricity & Magnetism – TA; Freshman Leadership Program – Counselor; Alpha Phi Sorority

PROFESSIONAL EXPERIENCE

Cocokind San Francisco, CA
Beauty company providing clean, conscious, accessible skincare
Pre-MBA Intern Jul 2020 – Aug 2020

- Worked directly with CEO and VP of Ecommerce to implement data-driven customer lifecycle strategy, analyzing purchase data to assess customer behaviors (repurchase rate/cadence, retention, LTV by cohort), historical product launch successes (traffic/AOV/conversion, CAC by channel), and opportunities to bundle

Summit Partners, L.P. Menlo Park, CA
Investment Associate, Growth Products & Services, Technology Jun 2017 – Jun 2020

- Sourced, evaluated, and managed ~$75-250M growth-oriented investments for $4.9B fund
- Identified new investment verticals through thematic industry deep dives, attendance of industry conferences and networking events as sole Summit representative, and development of key relationships with advisors and experts
- Actively involved in Summit's culture development efforts: supported intern/full-time recruiting and associate training sessions, started and managed Summit's softball team, established industry group's strategy offsite

Select Experience

- ***Harvey Performance Company (leveraged buyout) – consumable cutting tools for high precision applications***
  - Built financial model and spearheaded business diligence focused on performance through potential economic downturns, product and geographic expansion opportunities, capital expenditures, and SKU/end user cohort trends
  - Coordinated several third party workstreams, including accounting & tax, legal, and consulting
  - Led post-investment M&A efforts and diligence (30+ evaluated, 1 closed); developed and prioritized list of targets (200+), led relationship-building for new prospects, and managed bi-weekly board calls
  - Performed ongoing portfolio work such as working with Summit capital markets and lenders to model refinancing/dividend recap scenarios, composing IC reviews, and leading LP updates
- ***MercuryGate International (leveraged buyout) – supply chain execution software for the transportation market***
  - Worked with leadership to revamp direct sales process; analyzed unit economics across channels, identified key issues causing pipeline delays/leakage, implemented structured data capture in Salesforce, and developed quarterly KPIs to help identify sales process issues on an ongoing basis
- ***High performance, low power semiconductor solutions (sourced ~$100M minority growth opportunity, no investment)***
  - Identified relative value proposition of company's patented interconnect solutions and positioning in market and established relationship with CEO through cold outreach
  - Built customer and product level model sensitizing billings and pipeline backlog confidence that led to substantial adjustment in revenue forecasts and valuation

J.P. Morgan New York, NY
Investment Banking Analyst, Energy Jun 2015 – Apr 2017

- Advised clients on strategy, structure, and financing of various strategic alternatives, including mergers, acquisitions, buyouts, and divestitures. Performed financial analyses (single-well economics, net asset value, precedent transaction, comparables, sum-of-the-parts) focused on global large-cap oil & gas
- Top bucket analyst (~40 analysts); received offer for early Associate promotion
- Accepted into Winning Women, an early insight program for female leaders; active in MIT recruiting efforts

Select Experience

- ***ONEOK, Inc. acquisition of ONEOK Partners, L.P. ($17.2B)***
  - Sole analyst on one of the largest midstream M&A transactions; worked directly with Head of Midstream to build Master Limited Partnership (MLP) dividend discount model, negotiate final exchange ratio and analyze cost of capital, tax, distribution, and market impacts of the deal

ADDITIONAL

- Synergist Network (SF Chapter Co-Founder 2017, Board Member) – network that provides infrastructure and business acumen to empower women in investing; expanded to include 200+ women in the Bay Area, 500+ nationwide

TARA HAASE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF WISCONSIN - MADISON Madison, WI
Bachelor of Arts with Distinction, Economics and Political Science 2009

- Cumulative GPA: 3.89/4.0 | Economics GPA: 3.93/4.0
- Awarded Economics Department Scholarship (2008-09) and Robert C. Byrd Federal Scholarship (2006-08)

Experience

U.S. DEPARTMENT OF STATE Washington, D.C.
Foreign Service, Economic Officer at U.S. Embassies in Madrid, Spain and Baghdad, Iraq 2014-2020

- Served as the Macroeconomic and Finance Officer at the U.S. Embassies in Madrid (2017-2020) and in Baghdad (2014-2016), executing U.S. foreign policy and analyzing local economic developments
- Leveraged strong working relationships with senior Iraqi and Spanish officials to advance policy reforms, advocate for U.S. commercial interests, and communicate sensitive policy messages and requests
- Advised U.S. Ambassadors to Iraq and Spain on economic policy issues and briefed visiting senior officials from Congress and various U.S. Government Departments and Agencies on macroeconomic developments
- Developed diverse networks of Spanish and Iraqi contacts, including senior government officials, journalists, economists, central bankers, and academics to report on key issues relevant to U.S. foreign policy
- Promoted; earned multiple performance awards including a National Intelligence Award from the Director of National Intelligence (2016) and a Superior Honor Award from the Department of State (2015)

CENTRAL INTELLIGENCE AGENCY Langley, VA
Economic Analyst 2011-2014

- Wrote for the President's Daily Brief and to inform senior U.S. policymakers, shaped U.S. foreign policy through objective analyses of international economic developments and implications for U.S. policy
- Evaluated incomplete and conflicting reporting and quantitative data and collaborated with key interagency stakeholders to achieve consensus on key analytic judgements and intelligence assessments
- Promoted 3 times, ahead of schedule; earned 4 performance awards recognizing teamwork, initiative, and leadership, including the Analytic Tradecraft Award for Critical Thinking

LANDS' END Dodgeville, WI
Brand Marketing Specialist 2010-2011

- Promoted; selected as interim Brand Manager to head up integrated children's marketing strategy
- Conducted focus group research, yielding customer insights for back-to-school and holiday campaigns

Additional

- Fluent in Spanish; traveled to 20+ countries on 4 continents and 45 of 50 U.S. States
- Vice Chair of American Embassy Association at U.S. Embassy Madrid; planned events and allocated funding to improve community morale and welfare (2019-2020)
- Member of Portico Church in Arlington, VA (2016-2017); mentored women, led women's small group and children's ministry team, and spearheaded fundraising campaign for local nonprofit (2016-2017)
- Chaired federal charitable giving campaign, proposing and executing events to promote awareness and team spirit, setting an Office record in donations and participation rates; received award for leadership (2013)
- Internship with Africa Program at Center for Strategic and International Studies in Washington, D.C. (2009)
- Semester Study Abroad in Seville, Spain (2008)

Dylan James Hallman

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Work Experience

TA Associates July 2017 - Present Menlo Park, CA

Associate – Financial and Business Services Group

- Led 2019 New Associate Training Program (selected by TA Managing Directors), bringing together 40+ associates globally for week long program. Revamped programming including new sessions such as "Live Cold Calling" and "TA Alumni Panel"
- Led the development of proprietary sourcing technology tools (web-scraping, automated email outreach) shared firm-wide
- Sourced (2) TA Platform Investment Opportunities ("Warm Deal Memos") - Employee Benefits Administrator with TEV of $350M+ and National Wealth Management Firm with TEV of $800M+
- Led firm (40+ associates) in origination metrics globally, ranked among top associates
- Originated, sourced, and executed growth private equity transactions aligned with TA industry theses
    - *Wealth Enhancement Group (signed): $300M+ equity investment* – Coached junior associate. Led diligence process including financial, business, legal and accounting diligence for leveraged majority recapitalization of national Registered Investment Advisor ("RIA") firm. Partnered directly with CEO and CIO on M&A origination, identifying pipeline of 50+ targets
    - *Procare Software (TA portfolio co.)*: Observed quarterly board meetings. Originated (via cold call to CEO) and led diligence for proprietary add-on acquisition of SchoolLeader. Led diligence on add-on acquisitions of Cirrus Group and Kid Reports. Added Est. $80M+ of TEV in Sale to Warburg Pincus resulting in ~8.0x MOIC
    - *Idera Software (TA portfolio co.)*: Originated $25M acquisition of Assembla by Idera

Bain and Company July 2015 - June 2017 Boston, MA

Associate Consultant

- Led training sessions for incoming Associate Consultants ("AC"s) for Financial modelling and Private Equity Group orientation
- Coached and mentored 1-2 direct reports per case as an "AC2", 12 months ahead of typical supervisory tenure
- Rated "Frequently Exceeds" (highest awarded) in all performance review cycles
- Led production of primary and secondary research across wide range of clients and industries
    - *Hedge Fund Retainer Team:* Advised $30B+ Activist Hedge Fund client on campaigns targeting publicly traded companies. *Illustrative Case:* "Better For You" Packaged Foods Company – Delivered brand-by-brand portfolio analysis, leveraging proprietary survey and site visit data. Results informed client's strategy in hostile takeover efforts with target.
    - *International Elevator and Escalator Service Company:* Led branch improvement initiatives, interfacing directly with field staff to improve satisfaction and performance. Developed technology tools to improve mechanic and supervisor communication
    - *Private Equity Group:* Advised private equity clients on business diligence and portfolio company growth strategy. *Illustrative Case:* Physical Therapy Facility Operator – Prioritized growth geographies by analyzing demographic and competitive attributes. Presented case results to Bain & Co. partners at Quarterly "PEG Roundtable" meeting

Activities and Interests

Citizen Schools 2015-2017

Writing Coach • Mentored 7th grade student bi-weekly in preparation of student essay requirement for Boston Public Schools admissions • Featured in Bain & Co.'s annual Impact Newsletter

Pro-Bono Consultant • Led project assessing growth opportunities for Citizen Schools after-school and corporate partner programs • Presented findings to Citizen Schools board • Managed direct report

MIT NCAA Men's Water Polo Team 2011-2014

Captain • Voted as team captain by teammates • Acted as team liaison with administration in head coach search • Four-year starter • ACWPC Academic All American "Outstanding" Distinction • Highest Team GPA in NCAA Water Polo (2x) • CWPA DIII Champion • 89 Career Goals

Interests: Cooking • Surf Travel (6 countries and counting) • Major League Baseball Parks (22 and counting) • Swimming from Alcatraz Island (2x "Skins" division finisher) • Investing (1st Place Champion in Brandes Institute Manager Challenge)

Education

Massachusetts Institute of Technology Fall 2011- Fall 2014 Cambridge, MA

Graduated a semester early with a B.S. from the Sloan School of Management with a minor in Mathematics • **GPA: 4.62/5.0**

La Jolla High School San Diego, CA.

Graduated Cum Laude in June 2011 • Voted Varsity Water Polo team captain by teammates • **SAT II Math: 790/800 • ACT Composite: 33/36 • GPA: 4.83/4.0 (weighted)**

ANDREW LEON HANNA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS *Stanford, CA*
Master of Business Administration Candidate (M.B.A.) | Siebel Scholar; Knight-Hennessy Scholar *Exp June 2022*

HARVARD LAW SCHOOL *Cambridge, MA*
Juris Doctor (J.D.), Honors | Editor, *Harvard Law Review* *May 2019*

DUKE UNIVERSITY *Durham, NC*
Bachelor's Degree (A.B.) in Public Policy, Honors with Highest Distinction | Senior Class President *Sept 2014*

ENTREPRENEURSHIP & BUSINESS

IMMIGRANT LOVE *Stanford, CA; Jacksonville, FL*
Founder & CEO *June 2021–Present*

- Launching subscription box company showcasing immigrant and refugee coffee entrepreneurs, as part of Stanford impact fellowship

DREAMXAMERICA *Stanford, CA; Cambridge, MA; Jacksonville, FL*
Co-Founder & CEO *Aug 2018–Present*

- Leading partnership with Kiva U.S. that has connected $200k+ in 0%-interest loans to 30+ immigrant and refugee-led small businesses
- Co-created/produced *DreamxAmerica* documentary short film, now streaming on PBS, in collaboration with PBS Chicago/WTTW

MCKINSEY & COMPANY *Atlanta, GA*
Senior Associate; Business Analyst *Jan 2015–July 2016; Sept 2019–Sept 2020*

- Advised senior U.S. government official on strategy, operating model, and implementation plan for national suicide prevention strategy
- Co-developed strategy and co-led implementation of primary product rollout across 21 offices in the U.S. at leading insurance company
- Co-created design of project development and execution office with operations leaders at top international airline

MCKINSEY SOCIAL INITIATIVE/GENERATION *Jacksonville, FL; Houston, TX*
US Fellow; City Director *Jan–July 2016*

- Managed two founding teams in launching Generation, McKinsey's global youth employment initiative, in Jacksonville, FL; Houston, TX
- Established Jacksonville program's three youth training sites now with over 2,000+ graduated youth, 20+ staff, and ~$5 million budget

LAW, GOVERNMENT & POLICY

WILLIAMS & CONNOLLY LLP *Washington, D.C.*
Summer Associate *May–July 2018*

- Drafted significant component of appellate brief filed in U.S. Supreme Court case argued successfully in October Term 2018

U.S. JUSTICE DEPARTMENT – CIVIL RIGHTS DIVISION & U.S. ATTORNEY'S OFFICE *Washington, DC; Jacksonville, FL*
Summer Legal Intern *May–Aug 2017*

- Created legal theory and strategy for successful healthcare fraud prosecution of a clinic purporting to treat children with autism

U.S. STATE DEPARTMENT; U.S. COMMISSION TO UNESCO *Washington, DC; Paris, France*
U.S. Delegate; Advisor *Nov 2011–Dec 2015*

- Chosen by U.S. State Department as one of two American delegates to biennial global UNESCO forum; subsequently served as advisor

THE WHITE HOUSE *Washington, D.C.*
White House Intern – Office of the Vice President – Domestic & Economic Policy *May–Aug 2014*

- Led team researching policies to improve veterans' mental health services, helping advisors design executive actions of August 2014

U.N. HIGH LEVEL PANEL MEETINGS *London, U.K.; Bali, Indonesia*
Youth Representative *Nov 2012, Mar 2013*

- Selected as one of ~20 world youth and sole American speaker to attend UN High Level Panel meetings on economic development

INTERNATIONAL HONORS & PUBLICATIONS

SELECTED HONORS

- 2020 *Forbes 30 Under 30* List – Law & Policy (*New York City, NY)*
- 2018 *Financial Times* & McKinsey Bracken Bower Prize Winner (*London, U.K.)*
- 2018 Harvard Law School Irving Oberman Memorial Prize for Law and Social Change *(Cambridge, MA)*

SELECTED PUBLICATIONS

- *25 Million Sparks: The Untold Story of Refugee Entrepreneurs* – BOOK FORTHCOMING 2022 – CAMBRIDGE UNIVERSITY PRESS
- *Solitary Confinement as Per Se Unconstitutional* – UNIVERSITY OF PENNSYLVANIA JOURNAL OF CONSTITUTIONAL LAW ONLINE
- *A Constitutional Right to Appointed Counsel for Children of America's Refugee Crisis* – HARVARD CIVIL RIGHTS-CIVIL LIBERTIES LAW REVIEW
- *Civil Rights – 8th Amendment – Palakovic v. Wetzel* – HARVARD LAW REVIEW

Hannes Harnack

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EDUCATION

Stanford University (Graduate School of Business) Stanford, USA
MBA & MS in Environment & Resources Candidate (Class of 2022) 2020 – 2022
- Joined Finance & Investment Club, Future of Mobility Club, Tech Club, Energy Club
- Received scholarship from German Academic Exchange Service (11/2019)
- GMAT score: 740 / 97th percentile

Cooperative State University Baden-Württemberg Stuttgart, Germany
Bachelor of Arts in International Business 2013 – 2016
- Graduated with distinction (top 5% of class)
- Advanced courses: International Controlling & Financial Accounting; International Marketing

Napier University Edinburgh Edinburgh, UK
Exchange student in the International Business program 2015

PROFESSIONAL EXPERIENCE

Mercedes-Benz AG (formerly Daimler AG) Stuttgart, Germany
Architecture & Portfolio Strategy Associate, Member of Strategy Task Force 2018 – 2020

Strategy Development
- Defined cornerstones of Mercedes-Benz's future vehicle architecture (2025-2035); aligned results with team of experts
- Proposed the team's recommendations to the Board of Management as first associate in history of Mercedes-Benz to present to the board; project received approval for investment of €20bn with estimated profit impact of €15bn
- Conceived long-term drivetrain strategy for Mercedes-Benz's compact cars (8m vehicles over 10-yr. product life cycle); aligned strategy with R&D and sales experts; achieved €2bn cost savings due to significant reduction of complexity
- Analyzed future mobility requirements for individual transportation in premium segment in terms of autonomous and electric mobility; defined feasible technical concepts and profitable business models
- Coordinated financial profitability analysis of large-scale investment project; advanced financial models to forecast RoS and EVA; conducted sensitivity analysis and derived strategies to improve project's profitability by ~6% RoS
- Conducted qualitative and quantitative product portfolio gap analysis; advised senior executives on portfolio expansion

Project Leadership & Strategy Task Force
- Managed cross-functional project team of 50+ for 12 months to develop a vehicle architecture (market launch in 2025)
- Led strategy meetings and advised senior management on required activities for architecture development
- Developed Mercedes-Benz's first financial model to improve profitability of new products at early stage of development activities, resulting in 5% potential RoS increase and €6bn estimated profit increase in 2025-2035
- Set up project team of 12 to negotiate terms and scope of OEM partnership to jointly develop platform for electric vehicles (aspired cost reductions of €400m); managed partner relationship and promoted cooperation agreement

Daimler AG Stuttgart, Germany
Product Strategy Associate 2016 – 2018

Strategy Development
- Developed detailed recommendation for €1bn investment to increase Mercedes-Benz's electric vehicle share by 15% by 2030 and to meet sustainability goals; ensured economic feasibility; aligned results and secured board's approval
- Created Daimler's first quantitative/big data approach to analyze customers' actual driving habits; interpreted data to derive electric range requirements for future plugin hybrid electric vehicles and presented results to senior management

Project Leadership
- Managed team of 15+ for 7 months to evaluate future electrification concepts for full-size premium car segment
- Coordinated project team of 25+ to define vehicle specifications for Chinese market

Daimler AG | Corporate Academy Stuttgart, Germany & Montvale, USA
International Business Trainee 2013 – 2016

Selective management development program (2.5% acceptance rate) comprising six 3-month internships
- Completed internships in strategic controlling, pricing, international sales, procurement, and corporate strategy

ENTREPRENEURSHIP & COMMUNITY WORK

Ihre Bewerbungsprofis ("Job Application Experts", career consultancy) Stuttgart, Germany
Co-founder and owner 2015 – present
- Founded career consultancy; established as key player in market (1 FTE & 4 freelance employees); served 600+ clients

Ein Teller Heimat ("A Dish from Home", refugee aid project) Stuttgart, Germany
Project leader and community worker 2018 – 2020
- Organized monthly cooking events to enhance cultural exchange and integration of refugees in Stuttgart
- Took over project leadership; doubled project's reach to 100+ participants, secured funding and media coverage

Freundeskreis Stuttgart Süd ("Circle of Friends Stuttgart", refugee aid organization) Stuttgart, Germany
Project founder, mentor and German language tutor 2015 – 2018
- Initiated mentoring program; built and led team of 15+ volunteers to enhance integration of 60+ refugees into society

MEGAN HASTINGS

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Member of Venture Capital, Tech, Women in Management Clubs
- 1 of 8 teams accepted to Lean Launchpad, experiential class to test product-market fit and launch startup

DUKE UNIVERSITY Durham, NC
Bachelor of Arts, Public Policy 2016

- Magna cum laude; Graduation with distinction

Experience

DCODE Boston, MA
Dcode accelerates startups' entry into the federal market through training and business development support
Consultant, Dcode Capital & Dcode Tech Team (Part-time) October 2020 - present
Investment Evaluation

- Conducted diligence and drafted investment memo for Dcode Capital investment committee after evaluating investment opportunity in network security company raising Series B round

Tech Scouting

- Scouted companies based on key theses in Dcode portfolio (i.e. Containerization within DevOps market)

Partnerships Team Intern (Pre-MBA) May 2020 – August 2020
Business Development

- Managed client success efforts with 15+ industry partners, including AWS, Deloitte, and Booz Allen Hamilton
- Drove business development for 6 startups in cybersecurity cohort (spanning Series A-D) by identifying and pitching partnership opportunities to new industry partners and facilitating follow-ups

MCKINSEY & COMPANY Atlanta, GA; Washington, DC; Boston, MA
Engagement Manager (promoted ~6 months ahead of tenure) 2019 - 2020
Leadership and Project Management

- Led engagement team in analyzing $1B in enterprise tech spending across hardware, hosting, and software development/maintenance and executing on $80M in identified cost savings at public sector agency
- Directed planning team for 2020 Insight to Innovation Summit, managing 300+ invitations, liaising with key partners including Salesforce, Amazon, and Stanford d.school, and coordinating logistics for 80 attendees

Client Relations

- Managed relationship with CIO and 10+ direct reports at federal agency to build buy-in and support for strategic transformation, including leading biweekly progress updates and monthly reports to executive team
- Motivated client team through ideation and prioritization of 5 options for client headquarters relocation strategy; interviewed 100+ employees, built cost model of each option, and evaluated against decision criteria

Operations

- Analyzed business unit (BU) performance for 2 largest BUs at $40B client to identify operational efficiencies, including building a revised P&L, assessing opex and capex efficiency, and analyzing automation potential

Senior Business Analyst (2019), promoted from Business Analyst (2016 - 2019) 2016 - 2019
Data Analysis

- Developed standard methodology, integrated, and analyzed 20+ data sources to develop baseline of $1B+ IT portfolio in support of CIO of federal agency; identified key levers to reduce spending by 20%
- Drove $10M in process improvements at PE-backed staffing agency by working with data science team to segment branches based on local market dynamics and tailoring standard operating procedures by segment

Strategy

- Designed and launched Office of Chief Strategy Officer at public sector agency, including building new governance structures, developing new strategic planning process, and engaging key stakeholders
- Led team of 10+ clients directed by CFO of public sector agency to complete bottoms-up cost analysis of 5 support functions as part of annual Zero-Based Budgeting review

Additional

- Interned at U.S. Department of State in Summer 2014 and Summer 2015
- Interests include skiing, running, cycling, cooking, contemporary fiction

Devin Hedgepeth

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

OKLAHOMA STATE UNIVERSITY Stillwater, Oklahoma
Bachelor of Science in Industrial Engineering & Management 2010-2014

- Oklahoma State University Football - Cornerback (1st Team)
- Alpha Pi Mu Industrial Engineering Honor Society Member (Top 15% in Class)

Experience

ExxonMobil Houston, TX
Sales Territory Manager – Branded Wholesaler – West Area 2018 - 2020

- Advised five franchisees, representing $20M+ annual gross profit for ExxonMobil, by offering strategic direction to the franchisee's executive leadership team
- Increased territory volume by 2.4% (12M gallons or $500k per year) by closing 17 commercial deals through strategic and financial negotiations with CEO stakeholders
- Exceeded key territory metric plans for *total site experience score* (by 102.6%) and *newly branded station count* (by 112%) by targeting unique customer concerns to influence action without authority
- Closed a 10 year commercial deal in Dallas that represents 25% of the territory or 125M gallons per year
- Improved customer account setup experience as a National Council member (top 10% selected by senior management) by identifying customer issues and developing customer-focused solutions with senior leadership

US Field Marketing Advisor 2016-2017

- Led a four member team to design the steady state implementation process for ExxonMobil's new gas station image, realizing a 2% uplift across the US chain of 12,000+ sites
- Directed the implementation of the new brand image at over 600 sites across 60 franchisees (> 40% of US volume) by working cross-functionally to optimize the process for full market launch
- Supported the interviewing and training of four team members to scale the implementation to 12,000+ completions
- Simultaneously led and trained a separate image rollout for the commercial vehicle diesel stations, helping the team to achieve over 150% of plan during the first year

Global Marketing Advisor 2015-2016

- Developed and executed the implementation pilot for the new global brand image at 25 US sites across 12 markets by influencing stakeholders across the sales, marketing, procurement, and engineering functions
- Collaborated with the first global market rollout of 400+ sites (UK, Belgium, Hong Kong, Singapore, four others) to incorporate and disseminate lessons learned for US market implementation, preparing the US for market launch
- Analyzed project costs and developed a new franchisee incentive package, saving the program a total of 4% ($8M)
- Identified the need for Project Management (PM) services and supported the procurement process of PM selection

Additional

- Fellow for Management Leadership for Tomorrow (MLT) - MBA Prep & Professional Development
- MBA Affiliate for Toigo
- Big Brother for Big Brothers Big Sisters
- Keynote speaker and resilience trainor at the 2018 NFL Players Association annual conference
- Creator of AchillesHealed18.com, which houses my TED-like Talk, e-book, and writings on resilience
- Co-Organizer and presenter at the annual Wichita Kansas Dreams Football Youth Camp

Michael Heider

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PROFESSIONAL EXPERIENCE

AppDirect **San Francisco, CA**
Enterprise software startup valued at over $1B backed by JPMorgan, Mithril (Peter Thiel) and Foundry Group
Director, Sales Strategy and Operations **January 2018 – Current**

- Report directly to Co-CEO; built and manage 3 person team from scratch as youngest director at the company
- Responsible for company-wide revenue target as well as defining and achieving all operational targets under Sales, Marketing, Customer Success, and Account Management departments; reduced cost of customer acquisition payback period by 32%
- Lead go-to-market (GTM) planning process for all product lines, verticals and geographies worldwide for new and existing business

Chief of Staff to the Co-CEO **January 2017 – December 2017**

- Led top projects at the company-wide leadership level on improving unit economics by 20%, opening 50 person implementation office in India and building out new commercial tier sales segment consisting of new product SKUs, marketing materials, and hiring of sales team
- Responsible for success of top deals; drove largest deal in company's history: $1.8M of annual fees to power SAP's app marketplace

Senior Associate and Manager, Strategic Finance and Business Operations **July 2015 – December 2016**

- Pitched alongside Co-CEOs to venture capitalists to raise $110M in equity capital, resulting in 40% increase in company valuation to >$1B
- Led acquisition and integration of all business functions for 60 person Canadian software business; built joint GTM for new product line

Goldman Sachs **New York, NY**
M&A Analyst, Investment Banking Division **July 2013 – May 2015**

- Advised CEOs and CFOs on M&A and financing across a variety of asset classes for clients in industrial and business services sectors
- Managed analysts in the US and India; led training sessions and helped organize onboarding program for new hires
- Led University of Georgia recruiting team, resulting in five full-time hires, two of whom were first-generation college graduates

Selected Transaction Experience

Activism Defense and Spin-Off: Hertz. Defended company against activist investor group led by Carl Icahn. Performed all modeling and valuation work for $2.5B spin-off of Hertz' Equipment Rental division and completed comprehensive strategic alternatives scenario analysis

Acquisition Financing for Merger of Equals: Darling International. Performed modeling, valuation work, and offering memoranda for a $1.3B bridge loan, $800M senior unsecured notes, and $500M equity offering. Travelled with CEO and CFO for all investor roadshow meetings

ENTREPRENEURIAL EXPERIENCE

Start Up Advisor and Investor **San Francisco, CA**
Advisor and Angel Investor **June 2016 – Current**

- Advisor and investor within various Seed to Series A companies that have raised between $1M to $10M in funding from venture capital investors including Andreessen Horowitz, 8VC, DFJ and Henry Kravis (founder of KKR)

Selected Advisory Engagements

[Private]: $8M raised through Series A financing, software-as-a-service company, backed by 8VC. Advise on go-to-market strategy, customer lifetime value improvements, sales team structure and overall scaling

Athena Club: $4M raised through Seed financing, subscription consumer products company. Advise on unit economics and marketing

EDUCATION

The University of Georgia – Honors Program **Athens, GA**
Bachelor of Business Administration in Finance and International Business **September 2009 – May 2013**
GPA: 3.90 / 4.00; Summa Cum Laude | **GMAT:** 740 (97th percentile)

- **Honors***:* Terry College of Business Student of the Year (1 / 4,000); Homecoming Court Finalist (10 / 26,000); Dean Selection Committee Student Representative (1 / 4,000); Deer Run Scholar; Zell B Miller Scholar; James E Casey Scholar; funded 100% of college expenses
- **Corsair Society,** *President*: Led UGA's investment banking, private equity and consulting program. Train approximately 40 students per year resulting in full-time offers at bulge bracket investment banks and leading strategy consulting firms around the US
- **Atlas Business Society***, Founder and President*: Founded student organization with a mission to prepare first and second year college students for internships through intensive interview workshops and leadership seminars. 70 students accepted in most recent class

ADDITIONAL

- **American Cancer Society,** *Speaker and Mentor*: Share my story about my mother's battle with brain cancer at events to raise cancer and caregiver awareness. Mentor and provide support for dozens of local families and individuals who have been affected by cancer
- **Interests:** Georgia football, adrenaline activities (stunt planes to scuba diving), Coney Island Hot Dog Eating Competition (7x attendee)

Jennifer Heil

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Experience

VIASPORT — Vancouver, Canada

Independent not-for-profit organization with 18 employees that builds the strategy and alignment for the B.C. sport sector, administering $14.5M of government's investment in sport.

VP, Sport Development — 2017 – 2021

Member of the executive team responsible for leading the development and implementation of multi-year strategies. Such strategies target system development to increase access and improve the quality of sport experiences in the province. Responsible for managing staff and overseeing their collective efforts to deliver programs and services in partnership with government, funding partners (80+ organizations), and other relevant stakeholders within sport and across business, recreation, public safety and health sectors.

- Led the development of solutions in consultation with stakeholders to address key issues on the topics of: safety, gender inequity, coach development, regional delivery models, persons with a disability, funding models, and high performance sport.
- Developed the BC Safe Sport Framework, the most comprehensive child protection practices and resources in sport in Canada when fully implemented in 2022.
- Secured $350K in funding and resources to implement the Safe Sport Framework, in year one along with the development of a sustainable funding model.
- Develop a pilot to redesign the sport experience with female participants, the first of its kind, and raised $210K for implementation.

B2TEN — Vancouver, Canada

Privately funded charity which employs business-based principles to funding ($40M) and developing elite Canadian athletes for Olympic success - making a significant contribution to sport in Canada.

Co-founder and Advisor — 2006 - Present

Advisor to the leadership team on: shaping vision; identifying candidate athletes, and strategic partners; developing content for service provider summits; and communication strategy.

- Co-founder and fundraiser for this organization
- Prepared proposals and engaged government agencies to build a national partnership supporting kids to become physically active.

DELOITTE — Toronto, Canada

One of Canada's leading professional services firms, provides audit, tax, consulting and financial advisory services to a wide range of Canadian and international clients.

Member of the Innovation, Product Development Team — 2013 - 2016

Engaged as a subject matter expert to support Innovation Management Services, Deloitte Internal Leadership Development Workshops, and Wellness Management consulting.

- Led and co-designed a comprehensive corporate wellness service offering to take to market by leveraging Deloitte's Human Capital and Technology service lines capabilities taking a human-centred design and evidence based approach.

SAPUTO — Montreal, Canada

One of the top 10 dairy processors in the world, Saputo produces, markets and distributes a wide array of dairy products globally.

Community, Sport and Athlete Relations Consultant — 2011 - 2012

Consulted on donations and sponsorships as part of Saputo's initiative to support healthy communities through the promotion of physical activity and proper nutrition.

- Developed and implemented a Donations and Sponsorship strategy to activate Saputo sponsored athletes to maximize exposure, motivate employees and inspire individuals to live healthy and active lifestyles.

Additional Experience

Most Decorated Female Skier in Canadian History (2001 – 2011)

Awards and Honors, Meritorious Service Decorations (M.S.C.), awarded by the Governor General of Canada (2016); Honoured Member of: Canada Sports Hall of Fame (2015), Pantheon des Sports du Quebec (2015), and Alberta Sports Hall of Fame (2008); AthletesCAN Social Responsibility Award (2012); Canadian Female Athlete of the Year (2011); Honorary Bachelor of Arts Degree, Grant MacEwan University – Edmonton (2010)

Producer, Commentator and Contributor 2006 - PRESENT

- Producer and creator of *(girl) athlete*, a character-driven documentary series focusing on the extraordinary lives and minds of female athletes.
- Mogul analyst for the Winter Olympic Games and World Cup Competitions on CBC Sports since 2012.
- Special contributor to the Health Section of the Globe and Mail. Nominated for an award for innovation and creativity in journalism for video features produced.
- Conducted hundreds of interviews (French and English) for national and international media outlets.

Motivational Speaker and Special Event Host 2006 - PRESENT

Developed and delivered keynote presentations to corporate, educational, and community audiences ranging in size from small groups to 18K people. Host of live shows and events with up to 300K spectators and special guests.

Education

- **School of Business,** Sloan Fellow Candidate, Stanford MSx Program 2022
- **McGill University,** B.Com with minor in political science, 2013

Additional Information

- **Stanford D. School,** Designing for Social Systems, 2019
- **Plan Canada,** Brand Ambassador and Fundraiser, raising over $1M for girls' education, 2006 – present
- **Motivational speaker, organizer of youth camps and mentor** empowering groups to live a healthy lifestyle and building their plan for success, 2001 – present
- **Boma Canada,** Advisory Committee Member, 2019 – 2021
- **Fortius Foundation,** Board Member, 2017 – 2021
- **MXZN Technology**, Athlete Advisory Board Member, 2020 – present

KEVIN SCOTT HELGREN

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EDUCATION

Stanford University	MBA Candidate, Graduate School of Business	2022
	MA Candidate, Graduate School of Education	2022
	Section Representative, Diversity Committee, GSB Show Producer	
The University of Texas at Austin	B.S. Neuroscience, B.S. Psychology	2017
Overall GPA: 3.57	Minors: Spanish, Biology	
Departmental GPA: 3.72	College Honors, Dean's List, Full-Ride Scholarship, Student Body President	

SELECT PROFESSIONAL EXPERIENCE

ACCENTURE STRATEGY September 2017 – July 2020

Functional Strategy Consultant, Dec. 2019 – Sept. 2020; Strategy Senior Analyst, Dec. 2018 – Nov. 2019; Strategy Analyst, Sept. 2017 – Nov. 2018

Digital Transformation – Oil & Gas Company July 2019 – July 2020

• Enabled acceleration of client's digital capabilities through leadership and workforce development; conducted 40+ client interviews and facilitated 20+ workshops across business units to design neuroscience-based digital learning paths for data visualization and automation competencies; contributed to sale and delivery of two extensions totaling $8MM in revenue.

HR Transformation – Healthcare Company May 2019 – July 2019

• Partnered with CHRO and leadership team to reposition HR function as strategic business partner; facilitated 12 workshops to identify process improvement opportunities; developed 27 toolkits to automate manual processes and ensure sustained utilization; presented proposals to CEO.

Innovation Transformation – Oil & Gas Company October 2018 – May 2019

• Worked with C-suite leaders to stand up internal innovation team and push organizational thinking; developed and launched enterprise-wide communications strategy to bring digital org-wide engagement to 87%; incepted 30-person change agent network to initiate shift in organizational culture; contributed to sale and delivery of three extensions totaling $2.5MM in revenue.

Finance Transformation – Retail Company May 2018 – October 2018

• Designed change strategy for finance leadership to build support for zero-based budgeting; developed 12 toolkits and presented to 60+ directors across US and Canada to streamline approach to budgeting; leveraged workforce analytics to execute targeted change interventions.

IT Transformation – CPG Company January 2018 – May 2018

• Migrated 9 siloed IT functions into single shared service to streamline workflows and enhance efficiency; owned and maintained HR database with 1500+ employees' PII; orchestrated and executed process by which 1000+ employees across US were notified of transformation impacts.

Technology Transformation – Insurance Company September 2017 – January 2018

• Orchestrated workforce transition plans for 8 business units across enterprise amidst $50MM technology implementation; conducted current-state impact analysis to predict disruptions to workflows, capabilities, and technologies; designed future-state intelligent operating model.

LEADERSHIP AND ACTIVITIES

Pride @ Accenture Employee Resource Group – *Chicago Lead, North America Action Team* September 2017 – July 2020

• Oversee day-to-day operations of 500-member affinity group for LGBTQ+ employees and allies; manage $10K operating budget; direct 12-member leadership team in execution of strategic vision and educational programming; foster community partnerships with local nonprofits.

Accenture Recruiting – *University of Texas Talent Identification Lead* September 2017 – July 2020

• Manage end-to-end candidate experience for 1000+ undergraduate applicants annually; lead team of 12 in coaching high-potential students through recruiting process; conduct data-driven analyses to inform offer decisions; facilitate post-offer discussions with 60+ candidates.

Student Body President – The University of Texas at Austin April 2016 – April 2017

• Elected to represent and advocate for 50,000+ students to campus administration, UT System, UT Board of Regents, and Texas State Legislature; managed day-to-day operations of 200-person organization; allocated $41MM to 39 various student life initiatives.

Texas 4000 for Cancer – *Communications Director, Rider* November 2013 – August 2014

• Biked 5,000+ miles from Austin, Texas, to Anchorage, Alaska, in world's longest charity bike ride; personally raised $16K for cancer research.

HONORS & AWARDS

• Distinct Achievement, Accenture Strategy – *awarded to top 2% of performers at each career level across North America* 2017-2020

• Bernard and Audre Rapoport Scholar, UT Austin – *full-ride scholarship awarded to 10 students annually* 2012-2016

ADDITIONAL INFORMATION

Interests: Mental Health and Wellness, LGBTQ+ Advocacy, Politics, Public Policy, Educational Equity, Beach Volleyball, Running, Coffee, Podcasts

Katelyn (Katy) N. Honda

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PROFESSIONAL EXPERIENCE

Deloitte Consulting LLP | Los Angeles, CA *January 2016 –Present*
Senior Consultant (former Business Analyst and Consultant, promoted September 2019), Strategy & Operations Practice

Select Client Experience

- Growth Strategy | Healthcare Analytics Company
  —Developed actionable insights on key strategic choices to drive 2x revenue growth every year over 5 year period
  —Articulated value proposition for key customer segments to support sales targeting and marketing efforts
- Market Segmentation | Fortune 50 Pharmaceutical Company
  —Segmented a $2B rare disease market by physicians and patients and prioritized key customer segments
  —Mapped current state-buying process and identified key leverage points and behavioral objectives to increase uptake of drug by 80% over a 20-year period
- Data Analytics Assessment and Process Redesign | Managed Care Consortium Pharmacy
  —Analyzed over 500,000 pharmacy transactions to identify cause of and remediation strategy for over $43M in lost revenue across outpatient pharmacies nationwide
  —Designed a process for recovering over $30M in losses from the most problematic regions
  —Identified $16M in recoverable opportunity from potentially fraudulent sale of controlled substances to out-of-network patients at pharmacies across 7 key regions

Select Firm Experience

- National Diversity Recruiting Partnerships Lead & Chief of Staff
  —Established a process for improving recruiting nationwide through diversity partners such as Management Leadership for Tomorrow (MLT) and JumpStart Advisory Group, resulting in highest number of offers made to Hispanic, Black, and Native American candidates in Deloitte Consulting Strategy & Operations history
- LA Office Co-Head of Junior Practitioner Counsel
  —Selected to lead ~30 Business Analysts and Consultants (including 9 office leaders) through a consulting-wide operating model change. Conceived, designed and launched formalized mentorship program that has been directly credited with increasing overall career satisfaction by 29%

EDUCATION

Stanford Graduate School of Business | Palo Alto, CA *September 2020 – June 2022*
Master of Business Administration **GRE:** 167 Q, 164 V

Stanford University | Palo Alto, CA *September 2011 – June 2015*
BS Science, Technology, and Society

Leadership:

- **Stanford Latino Entrepreneurship Initiative Intern:** Helped develop strategy for supporting rising Latino business owners by analyzing a U.S. database with 1.3M Latino owned businesses to understand key barriers that Latino entrepreneurs face so as to inform development of SLEI's educational programming (offered through GSB)
- **Other:** Project Director & Board Member at **Stanford Consulting**, Residential Advisor, English Tutor (for Spanish-speaking maintenance workers) at **El Centro Chicano**, Peer Counselor at **Sexual Health Peer Resource Center**, Senior Associate at **Pre-Business Association**

COMMUNITY LEADERSHIP & OTHER

GrowingGreat (LA-Based STEM and Health Education Nonprofit) | Manhattan Beach, CA *May 2017 – Present*
Junior Board Co-Founder and Chair

- Co-founded 10-person junior board after identifying a nonprofit to partner with. Working with organization's Executive Director to scoped objectives focused on expanding reach to low-income, Spanish-speaking neighborhoods and recruited volunteers
- Chair Program Committee team of 5 in developing marketing/fundraising strategies to appeal to foundation donors. Donation revenue grew 100%, enabling GrowingGreat to increase its full-time staff from 3 to 8 and grow its reach from 11,000 students (59%, low-income neighborhoods) to 65,000 (65%, low-income neighborhoods)

Excelsior Action Group (SF-Based Economic Empowerment Nonprofit) *March 2016 – March 2017*
Board Member and Business Attraction & Support Committee Chair

- Supported diverse small business owners in starting and sustaining businesses along the Excelsior district's commercial corridor (SF District 11) by providing education focused on technological and financial literacy

Other: Intern at **UClass**, Programs Fellow at **MLT**, Research Assistant & Marketing Manager at **ElevatED**

Interests: Beach volleyball, snowboarding, cooking, long-distance running

JULIANNE HOWELL

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate | GMAT: 770/800 2022
- Extracurriculars: Section Representative, Student Association Senate Committee, TALK Coach, GSB Show Writer

Indiana University – Kelley School of Business Bloomington, IN
Bachelor of Science in Business, Majors: Finance & Accounting | GPA: 3.9/4.0 2016
- Alpert Award: Faculty-selected for Kelley Honors junior exemplifying care, competitiveness, excellence, and balance
- Research and Teaching Assistant: Consumer Behavior and Managerial Accounting
- Study Abroad Semester: IES Liberal Arts & Business Program – Barcelona, Spain

EXPERIENCE

BAXTER INTERNATIONAL Deerfield, IL and Singapore
Senior Financial Analyst – Investor Relations (IR) 2018 – 2020
Financial Development Rotational Program Analyst 2016 – 2018

Strategic Communications & Relationship Management
- Developed and maintained credibility with MedTech investment community for $11B+ company by framing long-term investment story centered on innovation-driven growth, portfolio durability, and financial discipline
- Produced executive presentations, scripts, and messaging materials for quarterly earnings calls, sell-side conferences and roadshows, and 100+ investor meetings annually to enable stakeholder understanding of diversified business model and appropriately manage expectations for company performance and trajectory

Project Management & Process Improvement
- Strengthened IR preparation process for quarter-end earnings releases by pioneering formalized information inflows from operating groups and promoting deeper team understanding and adoption of global reporting capabilities
- Undertook ambassador role for ~$2B Asia Pacific (APAC) region during intensive global overhaul of financial processes and analytical tools; collaborated with internal senior management and external consultants to understand end-user needs, implement country-level feedback, and eliminate barriers to new process adoption
- Created new structure for APAC region internal monthly financial results reviews to drive more meaningful analyses, support forecasting accuracy, and reduce information asymmetries between local and global teams

Industry Benchmarking & Market Research
- Conceptualized and implemented industry and large-cap benchmarking analyses to improve investor outreach strategy, particularly related to Environmental, Social, and Governance (ESG) criteria, and identify best practices for communicating forward-looking financial guidance and qualitative expectations
- Partnered with Competitive Intelligence team to analyze and synthesize market data from peer releases, healthcare trend reports, and government actions to inform internal decision-making via presentations and written memos

Financial Planning & Data Analysis
- Leveraged cross-functional partnerships, business and market knowledge, and in-depth review of internal forecasts to create and pressure-test quarterly full-company financial guidance for income statement and cash flow
- Owned APAC region-level consolidation and analysis of financial results, near-term forecasting, and long-range plan; identified key insights from 20+ country inputs to support regional management in presenting to global leadership
- Designed and led onsite trainings in Singapore and Gurgaon, India to contribute to effective transition from local country financial planning and analysis teams to one APAC region Center of Excellence

Awards & Recognitions
- Voted first of 38 MedTech Sector Best Investor Relations Teams in annual survey of 360 buy-side money management analysts (2019 IR Perception Study – *Institutional Investor Magazine*)
- Recognized for contributions to five-month foreign currency accounting internal investigation, including efforts to inform market and maintain investor confidence (2019 Baxter Finance Leadership Award – Team: Controllership)
- Recognized for contributions to design and pilot process for establishing centralized global financial reporting capabilities in Costa Rica (2018 Baxter Finance Leadership Award – Team: Business Performance Management)

ADDITIONAL

- Certified Public Accountant: Illinois (License Issued 2019)
- Undergraduate Baxter Finance Recruiting Lead at Indiana University (2018 – 2020)
- Passionate about food security and food sustainability; long-term interest in driving agribusiness solutions

HANNAH HSIEH O'NEEL

hshsieh@stanford.edu • 650.388.6110

Education

STANFORD GRADUATE SCHOOL OF BUSINESS *Stanford, CA*
MBA Candidate, Masters of Education Candidate *2020 – 2022*

- Coursework: Advanced Modeling (Python), Product Launch, Startup Garage
- GSB Impact Fund, Education Portfolio Team Director ('21-'22) and Member ('20-'21)
- Clubs: Product, Tech, Education, Entrepreneurship, Women in Management, Christians in Business

STANFORD UNIVERSITY *Stanford, CA*
B.S. Mgmt. Science & Engineering, Philosophy minor | GPA: *3.74/4.0, GRE: 332 (168Q, 164V, 5.5W)* *2013 – 2017*

- Stanford Alumni Association Award of Excellence (2017), MS&E Senior Project Award – 1st Place (2017)
- Junior Class Co-President and Treasurer, Musical Theater Performer (performed for 10k+ people cumulatively)

Experience

DUOLINGO *Remote / Pittsburgh, PA*
Product Management MBA Intern *Summer 2021*

Worked across the product lifecycle - user research, brainstorm, prioritization, one pagers, cross-functional development, launch, experiment analysis - for Hoots, a new feature that uses GPT-3 to support freeform writing

- Led 2 UX research projects, interviewed ~20 users to discover feature opportunities, clarify the user journey
- Developed roadmap to increase feature engagement; drove alignment through one-pagers, specs
- Launched a new speaking challenge on Hoots, working cross-functionally with design and engineering
- Conducted and published A/B test analysis to understand the impact of social features on user retention
- Generated hypotheses about defining successful prompts; defined metric tracking, performed data analysis
- Initiated and led brainstorm with 12 people across curriculum experts, design, engineering, UX, and product teams
- Wrote strategy for how to best prompt freeform writing; directly informed prompts for an upcoming experiment

THE VERITAS FORUM (BCG Secondment, Higher Education) *Boston, MA*
Chief of Staff *2019 – 2020*

Team Operations and Systems Development

- Identified need and developed community management system; automated 800+ tasks per mo. usually done by hand
- Created tool to simplify data visualization of event engagement and satisfaction; cut processing time in half
- Spearheaded budgeting and writing of largest successful grant by 3x in organization's 27-year history

Project and Program Management

- Led program development of core faculty initiative from inception; conducted workshop of 12 professors
- Developed and executed mentorship pilot for ~30 students in academia; crafted experiments to assess effectiveness
- Recruited a VP with competing offers to the executive team; conducted ~15 individual exec. interviews, 100+ calls

BOSTON CONSULTING GROUP *Atlanta, GA*
Associate *Summer 2016, 2017 – 2019*

Technical and Analytical

- Coded pricing product from scratch to score incentives; used by 200+ pricing managers, > $1B in contract revenue
- Established relevant product metrics and created dashboards using multiple data sources (e.g., site engagement, sale conversions); shared weekly with telecom client top execs
- Created and maintained Confluent site for multi-team marketing effort; surfaced milestone wins, delays

Product Ownership and Creativity

- Spearheaded product marketing of B2B internet service funnel; increased traffic by ~40% over 4 months
- Defined success metrics, prioritized digital marketing opportunities across channels (e.g., SEO, SEM, email, social)
- Increased overall traffic by >15% through CTAs on speed test sites after user empathy research (SMB Heads of IT)

Strategic Thinking in Education

- Created a vision, strategy, detailed implementation plan to reinvent a top college's student experience
- Developed a comprehensive view of the student journey based on synthesis of ~40 student interviews

Skills & Affiliations

Technical: Python, Java, C++, Microsoft VBA, SQL, Google Analytics, Alteryx, Tableau, Airtable, Zapier
Language: Conversationally Fluent in Mandarin Chinese
Interests: Education, volleyball, musical theater, philanthropy, food trucks, configurable productivity tools

Summer Hu

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EDUCATION

Stanford Graduate School of Business, Stanford, CA — Sep 2020 – May 2022
Master of Business Administration Candidate

The Wharton School, University of Pennsylvania, Philadelphia, PA — Sep 2012 – May 2016
Bachelor of Science in Economics, concentrations in Strategic Management and Marketing, minor in Legal Studies and History

- GPA: 3.69/4.00, Magna Cum Laude

The Curtis Institute of Music, Philadelphia, PA — Sep 2007 – May 2012
Bachelor of Music in Cello Performance (completed at age 18), GPA: 3.92/4.00, Summa Cum Laude

EXPERIENCE

Praava Health, *Alter Global Management Fellow,* Dhaka, Bangladesh — Feb 2020 – Jul 2020

Praava Health – Bangladesh's faster growing consumer healthcare brand delivering tech-enabled vertically integrated outpatient; a portfolio company in Alter Global, a venture capital fund scaling high-growth ventures in emerging tech ecosystems

- Spearheaded COVID-19 testing operations used to conduct 15K+ COVID-19 tests for 13.5K+ new patients (73% increase in patient base), driving 3.5x MoM revenue increase during COVID-19 pandemic
- Established 90+ KPIs for 7 department heads, leading to an average improvement in KPI scores of 106% over two months
- Led product management for Praanno, award-winning COVID+ management tool, collaborating cross functionally with Technology and Medical Services teams to roll out two pilots covering 60+ patients in both urban and rural settings
- Designed video consultation platform product, delivering 95% of consultation volume and growing at 1.6x MoM

Oliver Wyman Management Consulting — Jan 2017 – Jun 2019
Senior Consultant, Chicago, IL

Practicing Wisely® – a healthcare venture incubated by Oliver Wyman in collaboration with Johns Hopkins University Medical Center; recently acquired by third party healthcare analytics firm

- Served as project lead for 4 client accounts; responsible for interfacing with client and physician leadership, collaborating with internal clinical and technological work streams, and overseeing project work of 5 direct reports
- Designed and led development of 3 software analytics products for quantifying unnecessary medical costs in the U.S.
- Built financial model for Series A financing activities, including operating model design and entity transition planning

Consultant, Chicago, IL - *Select project experiences*

Top 10 National Commercial P&C Insurer – Operations Redesign / Technology Innovation Strategy

- Identified $13M in operational inefficiencies and created 18-month solution roadmap, including process re-engineering, digital automation, and organizational restructuring
- Redesigned innovation pipeline for C-suite evaluation of 80+ annual technology / operations business cases

Oliver Wyman Retail & Consumer Goods Practice – Consumer and Competitive Landscape Overview

- Conducted primary and secondary research to identify 10+ key consumer behavioral trends and challenges impacting North American Apparel / Footwear market
- Developed 5+ strategies for apparel companies to profitably adjust to industry-wide shifts in consumer behavior (final findings published in HBR article, "Five Surprising Findings About How People Actually Buy Clothes and Shoes")

Top 3 Global Financial Services Corporation – Financial Recovery Planning

- Modeled financial recovery for >$200B portfolio of financial products within internal and external stress scenarios

ADDITIONAL

The Philadelphia Orchestra, *Global Initiatives Fellow,* Philadelphia, PA — Jul 2019 – Jan 2020

- Coordinated government relations management, outreach planning, and logistics review for Q4 2019 international tour, including 7 concerts across 3 countries
- Defined 10+ metrics for evaluating Q2 2019 international tour impact and performance, increasing existing metrics by 60%

Select performance experience, *Professional cellist* — Sep 2007 – Present

- Solo cellist – National Philharmonic Orchestra, National Art Gallery, Embassies of Finland, Switzerland, Hungary
- Ensemble cellist – The Philadelphia Orchestra, Pacific Music Festival Orchestra, Rosamunde String Quartet (founding member), Perlman Music Program with renowned violinist Itzhak Perlman

CINDY HUANG

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

Massachusetts Institute of Technology (MIT) Cambridge, MA/USA
Bachelor of Science, Chemical Engineering. Minors: Applied International Studies, Spanish 2015

- Varsity Cross Country, Indoor/Outdoor Track & Field Team Captain. Achieved multiple NCAA All-American and school records
- Published researcher with MIT Computer Science and Artificial Intelligence Lab (CSAIL) and Koch Institute
- GlobeMed @ MIT Campaigns Co-Director. Raised $7k/yr for HIV clinics in Africa

Experience

Tesla Fremont, CA/USA
Staff Technical Program Manager 2016 - 2020

- Managed launch of 2,000+ parts for 4 vehicles across global service supply chain organization (900 people)
- Developed launch metrics, dashboards, and department roadmaps to present to Executive Leadership team
- Led supply chain localization for Tesla Shanghai factory to support APAC vehicles. Cost savings: $900K/yr
- Implemented outsourcing processes to external suppliers to improve in-house capacity by 20%+
- Developed global sourcing strategy and framework for sourcing decisions to achieve $30M in cost avoidance
- Directed internal teams and 100+ suppliers to supply end-of-life products for 750K+ vehicles and avoid $1.2M
- Piloted process for part introduction resulting in a 25% reduction in body shop resolution time
- Revamped Electronic Parts Catalog to improve order accuracy, producing a 45% reduction in incorrect orders
- Promoted in 5 months and annually, ahead of normal track as youngest Staff TPM (10+ years' experience)
- Promoted to People Manager (as first person without an MBA) and youngest person on team with 2 reports

Associate Process Engineer 2015 - 2016

- Directed projects to achieve shop productivity targets, including 73% throughput improvement, 33% cost reduction (#1 in the factory for the year), highest safety rating, and quality accuracy of 90+%
- Owned and installed a robotic process for welding battery parts, resulting in FTE reduction of 2
- Designed and implemented a solution to address major safety issues and reduce safety incidents to 0

Novartis São Paulo, SP/Brazil
R&D Procurement Intern 2015

- Reduced spend by 16% through organizational restructure and supplier consolidation. Negotiated potential efficiencies of $75M with 80+ stakeholders in 10 countries

Stryker Sustainability Solutions Phoenix, AZ/USA
Manufacturing Engineering Intern 2014

- Automated cleaning processes, resulting in 75% cost reduction, headcount reduction, and improved quality

Barcelona Biomedical Research Park (PRBB) Barcelona, Spain
Research Intern 2013

- Assessed cellular interactions in tumor growth to develop customized medicine protocols; published research

Additional

- Languages: English (native), Spanish (fluent), Chinese (conversational)
- Technical: CAD, Python, MATLAB, 5S, Lean Manufacturing, Design of Experiments
- Women in Tesla (WIT) Founding Member/Professional Development Chair
- Interests: Rock climbing, unicycling, acroyoga, indie music (former radio show host and blogger "Indy Cindie")

Alwin Hui

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Education

Stanford University — **Palo Alto, California**

Master of Business Administration (MBA) degree (expected) — Sep 2020 — June 2022

Master of Science (MS) degree in Environment and Resources (Clean Technology) (expected) — Feb 2021 — June 2022

Clubs: Venture Capital, Social Impact, Entrepreneurship, Tech, Product, Business and Environment

Johns Hopkins University — **Baltimore, Maryland**

Master of Science (MSE) degree in Computer Science — Aug 2016 — May 2017

Bachelor of Science (BS) degree in Biomedical Engineering — Aug 2013 — May 2016

Minors: Computer Science, Entrepreneurship and Management

Work Experience

Valor Capital Group — **São Paulo, Brazil and New York City, New York**

MBA Summer Associate — *Aug 2021 – Present*

- Coordinated closely with multiple Partners and Principals, including working with the entire investment leadership to formulate the $302M AUM fund's first ever climate tech investment theses, directly shaping its investment strategy for this new sector
- Evaluated and updated the firm's healthcare investment theses, focusing primarily on U.S.-based healthcare investments, resulting in shifts in the short-term and long-term investment strategy for one of their fastest growing sectors
- Evaluated 50+ startups as part of weekly Investment Committee Pipeline meetings across multiple geographies (United States and Latin America) and sectors of interest (healthcare, climate, edtech, fintech, agritech, crypto, enterprise, and consumer)

Baruch Future Ventures — **San Francisco, California**

MBA Summer Associate — *May 2021 – Present*

- Reported directly to the Managing Director on all aspects of investment lifecycle, including sourcing new deals, evaluating transaction metrics, and advising portfolio companies on strategic and operational decisions
- Led investment diligence alongside the Managing Director and Partners for fundraising and follow-on processes, including spearheading multiple in-depth financial and valuation analyses, market research reports, and competitive assessments
- Analyzed 80+ startups as core member of 7-member Investment Committee, including sourcing and leading the investment analyses for 10+ startups across agriculture, energy, proptech, resource management, synthetic biology, and mobility verticals

Deloitte Consulting LLP — **Washington, D.C.**

Technology Consultant (Operations Transformation / Systems Integration) — *Jul 2017 — Oct 2020*

Team Lead, Deloitte Global Aviation Practice

- Achieved $2.4B+ in cost savings and an average of 7-years reduction across multiple programs by leading development of strategic plan for largest technology acquisition in client's history and accomplishing significant client buy-in and consensus
- Managed $350MM+ in total future business opportunities across 170+ airline industry clients across 30+ countries worldwide

Technology Ventures at Johns Hopkins — **Baltimore, Maryland**

Investment Analyst (Pre-Seed / Seed Stage) — *Apr 2015 — May 2017*

- Advised and guided 20+ entrepreneurs within the local startup ecosystems, directly leading to 2 new startups and 5 patents
- Sourced and identified hundreds of early-stage, pre-seed and seed investments, conducting due diligence and market research with a focus on digital health and consumer technology

Entrepreneurship

Proscia, Inc. — **Philadelphia, Pennsylvania**

Co-Founder, Director of Global Strategy and Legal — *Sep 2013 — Jul 2016*

- Founded early stage startup biotechnology company currently developing cloud-based technologies and machine learning with a focus on automation of digital pathology, allowing for remote collaboration amongst medical professionals globally
- Spearheaded global expansion strategy into 252 cities in 38 different countries
- Launched a $1MM seed round (closed in July 2016), with a total of $35MM+ raised to date (as of December 2020)

Kubanda Cryotherapy — **Baltimore, Maryland**

Co-Founder, Director of Business Strategy and Partnerships — *May 2015 — Jun 2016*

- Designed a low-resource breast cancer treatment system for rural women in developing countries at <6% of current costs
- Awarded Collegiate Inventors Competition Bronze Prize (2016), Johns Hopkins University Biomedical Engineering Design Day Honorable Mention (People's Choice Award) (2016), and Rice University Business Plan Competition Finalist (2016)

Skills and Interests

- **Technologies:** Proficient in Python, Java, Matlab, SQL; Familiar with C, C++, R, AWS, Hadoop, MapReduce, React.js, LaTeX
- **Languages:** English (fluent), Mandarin (fluent), Cantonese (fluent), Spanish (basic)
- **Interests:** Trivia (Jeopardy! contestant), piano (internationally awarded with 20+ years of experience), sports reporting (pro bono at Sports Quotient), fantasy football ($2K+/year winner), and community service (Scripps Ranch Civic Association award)

MEGHAN P. HUNTER

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EDUCATION

Stanford Graduate School of Business — **Stanford, CA**
Masters of Business Administration Candidate — **2022**

New York University Stern School of Business — **New York, NY**
Bachelor's of Science, Dual concentrations in Finance and Marketing, GPA: 3.42 — **May 2015**

- **Cultural Immersions:** NYU Study Abroad Program – Madrid, Spain; International Studies Program – Santiago, Chile
- **Leadership:** Teaching Fellow for *Organizational Communications and Its Social Context* course

PROFESSIONAL EXPERIENCE

Verizon Media — **New York, NY**
Senior Strategy Analyst* | *Corporate Strategic Partnerships and Business Development — **June 2018 – Present**

- Led Supply-Demand initiative, which included collaborating with 40+ cross-functional stakeholders and consulting 10+ data sources, to characterize demand and identify opportunities to drive over $50M+ incremental annual revenue
- Conducted pre-market entry analysis to determine market size, risks and viability of entry, and partner prospect prioritization
- Created financial models to inform contract terms for content distribution and advertising deals worth $5M+ in annual revenue

Accenture Strategy — **New York, NY**
***Strategy Consultant* | Communications, Media & Tech, Telecom (CMT)** — **July 2015 – May 2018**
Partnered with CMT clients on growth strategy engagements, driving market insights, structuring business cases, and implementing initiatives to address evolving client needs and consumer behaviors. Outside of client work, served on the Strategy Talent Council Content Committee, delivering presentations to 50+ peers on state of media industry, and helped lead recruiting efforts at NYU

Portfolio of Select Project Experience:

Leading US Broadband and Cable Provider | WiFi and Home Networking Product Strategy and Development

- Conducted market and technical research and competitive analysis to develop a framework for assessing five product growth initiatives presented to Executive Steering Committee
- Authored a request for information, including business and technical requirements to enhance client's connectivity products, that was disseminated to partner prospects
- Presented assessment of industry regulatory policy changes to the client's Chief Strategy Officer

Leading US Broadband and Cable Provider | Video Product Analytics & Strategy

- Drove due diligence on three major television programmers to inform the renegotiation of content programming deals
- Supported the VP of Video Product Strategy on growth efforts by assessing the video & content consumption landscape to reduce churn and drive subscriber growth above baseline of 10M+ subs

Multinational Entertainment and Record Label Conglomerate | Value Creation & Organization Transformation

- Managed the client relationship and led the business case workstream (dedicated to the Financial Operations org) to create a cost reduction model to reflect savings associated with an organization and technology systems transformation
- Drove financial analysis and modeling anticipated to deliver $90M in potential savings over a five-year period

Leading US Telecommunications & Wireless Provider | Integrated Marketing Strategy Design

- Worked alongside CMO and 6+ direct reports of B2B business unit to develop customer acquisition strategy

Google — **Mountain View, CA**
***BOLD Intern* | Small-Mid Sized Business Strategic Sales** — **June 2014 – August 2014**

- Conducted strategic consultations with 200+ clients, representing $0.5M in annual revenue impact, to provide Google AdWords & Google Analytics performance analysis and optimization strategies to enable clients to increase ROI
- Developed proposal for enterprise client & presented to senior leadership. Awarded highest scoring pitch deck

LEADERSHIP & ENRICHMENT ACTIVITIES

Prison Fellowship/Hillsong Church NYC | Rikers Island Prison Ministry — **June 2019 – Present**
Management Leadership for Tomorrow | MBA Prep — **March 2019 – June 2020**
Defy Ventures | Prison Program Volunteer & Coach — **September 2018 – Present**
Management Leadership for Tomorrow | Ascend Coach — **July 2016 – June 2018**
Hillsong Church NYC | Volunteer Team Lead — **July 2015 – October 2019**

SKILLS & INTERESTS

Skills: Financial Modeling, Competitive Analysis, Data Visualization, Conversational Spanish
Interests: Boxing, Running, Fitness, Health & Wellness, Film Photography, Travel, Mentoring & Criminal Justice Advocacy (Causes)

Jonathan L. Hurowitz

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA
MBA, expected June 2022

STANFORD LAW SCHOOL, Stanford, CA
JD, expected June 2022
Journal: *Stanford Law & Policy Review* (*Online Managing Editor*)
Activities: Jewish Law Students Association (*Co-President*); Stanford IP Association (*Co-President*); Stanford Law Student Government (*Technology Director*); Housing Pro Bono

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA
SB, Mathematics and Earth/Atmospheric/Planetary Sciences; minor in Ancient & Medieval Studies, June 2018
Honors: Phi Beta Kappa; EAPS Student Research Fund (award to conduct self-research in astronomy)
Activities: Alpha Epsilon Pi Fraternity (*Philanthropy Chair, Treasurer*); Hillel Student Board (*Treasurer*); MIT Tour Guide; Teaching assistant for biology class "Genes in the News (7.A18)"

EXPERIENCE

PAUL HASTINGS LLP, Palo Alto, CA **Summer 2020 (split)**
- Updated Paul Hastings' form employee invention assignment agreement, revised client's HR investigations policy, wrote memo for clients on operation of IRC § 280G, researched client non-solicitation agreement law.
- Researched COVID-19 reopening requirements and employee COVID-19 waiver law for clients.

ALABAMA OFFICE OF THE SOLICITOR GENERAL, Montgomery, AL **Summers 2019, 2020 (split)**
- Wrote subsection of, and otherwise assisted with drafting of, successful emergency application for stay to U.S. Supreme Court in *People First v. Merrill*, 2020 WL 3604049. The Supreme Court ruled 5-4 for Alabama. Thomas McCarthy (Consovoy McCarthy PLLC) directly quoted and cited the portion of Alabama's brief I wrote in a later Supreme Court application for stay (*Republican Nat'l Comm. v. Common Cause Rhode Island)*.
- Drafted successful brief-in-opposition to U.S. Supreme Court cert. petition for *Hall v. Sec'y*, 902 F.3d 1294 (11th Cir. 2018), *cert. denied*. Unsuccessful petitioner was represented by Stanford Supreme Court Litigation Clinic, which has the 3rd-highest Supreme Court petition grant rate of any firm or organization nationwide.
- Prepared Solicitor General for oral argument in *Lewis v. Governor of Ala.*, 944 F.3d 1287 (11th Cir. 2019) (en banc), successfully defending Alabama's uniform minimum wage law.
- Drafted briefs for M.D. Ala., Ala. Court of Crim. Appeals, and Ala. Court of Civil Appeals.

STANFORD INTELLECTUAL PROPERTY & INNOVATION CLINIC, Stanford, CA **Spring 2020**
- Wrote, with one other student, an amicus brief in support of a U.S. Supreme Court cert. petition in a cybersecurity case, and an amicus brief in support of a patent case at the Federal Circuit.

REGIONS BANK, Birmingham, AL **Summers 2015, 2016, 2017, 2018**
- Developed statistical and calculus-based models for predicting credit risk and market risk economic capital.
- Taught biweekly classes on utilizing Python programming language for quantitative model development.

THE LORENZ CENTER – MIT, Cambridge, MA **Spring & Fall 2017, Spring 2018**
- Conducted mathematical analysis of historical atmospheric carbon record for use in climate change modeling.

LOWELL OBSERVATORY, Flagstaff, AZ **Jan. & May 2017**
- Wrote software to process NASA *Kepler* telescope data and detect binary central stars of planetary nebulae.
- Collected photometric observations of planetary nebulae at Las Campanas Observatory in Chile.

JENNA HUSSEIN

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EDUCATION

STANFORD UNIVERSITY, GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Sep. 2019 – Jun. 2022

- Student Government CFO (2019-20), First-Gen Club Leader (2021-22), Tech Club, Product Club, Women in Management
- Awarded $3K grant to develop scheduling software with a team of 2 MBAs & 2 Engineers for the U.S. Dept of Defense based on insights from 130+ customer interviews

HARVARD UNIVERSITY, JOHN F. KENNEDY SCHOOL OF GOVERNMENT Cambridge, MA
Master of Public Administration Sep. 2019 – Jun. 2022

- Identified and evaluated international tech initiatives for recognition in the Harvard Belfer Center's annual Tech Spotlight
- Courses in Econometrics, Statistics, Data Visualization, Policy Design and Delivery, Entrepreneurship, Negotiations

CLAREMONT MCKENNA COLLEGE Claremont, CA
Bachelor of Arts: Philosophy, Politics, and Economics (Edward J. Sexton Fellow, Dean's List, Honors) Aug. 2011 – May 2015

EXPERIENCE

ADOBE San Francisco, CA
Product Marketing Manager Summer 2021

- Informed the development of key Acrobat product features to meet target customers' unmet digital document needs by extracting information from user interviews and evaluating the competitive landscape
- Proposed product positioning and go-to-market strategies to best reach target customers in 5 emerging markets

GOOGLE X (The Moonshot Factory) Mountain View, CA
Product Summer 2020

- Defined MVP, critical product features, and value proposition for unprecedented, early-stage aerospace/telecommunications product by collaborating with ~15 employees across engineering, product, and sales
- Identified 6 target customer segments across 16 countries and prioritized opportunities by calculating market size, evaluating external market conditions, and assessing internal capabilities and goals
- Developed go-to-market strategy by analyzing competitor landscape and crafting business model and pricing structure

SANERGY Nairobi, Kenya
Chief of Staff, Fellow Jun. 2018 – May 2019

Product Management

- Led development of tech-enabled system to optimize daily sanitation service for 140K+ end users by managing 50+ employees to conduct customer research, build system, design KPIs, collect customer feedback, extract insights, troubleshoot, and iterate
- Launched mobile app for payments and data collection for 3.5K+ daily users by mapping user flows to guide UI design and managing product roadmap involving 12 employees across engineering and 4 other cross-functional departments

Strategy & Operations

- Influenced company-wide financial projections and structure of $3M total annual budget by building financial model to optimize product price and sales team incentives

ANALYSIS GROUP Los Angeles, CA
Analyst Aug. 2015 – Feb. 2018

- Enabled $2B client merger by directing 2 Analysts to construct sales dataset and extract key insights (>1TB data) using SQL/SAS and leading team of 15 Analysts across 5 international offices to detect data flaws
- Selected by management for strong data analysis skills to instruct SQL and SAS training courses for 21 new employees
- Founded and led pro bono practice in Los Angeles after pitching strategy to executives; grew voluntary involvement to 30%+ of Analysts, providing $500K+ worth of services to 13 clients in 6 countries

ADDITIONAL

Technical: SQL (Advanced), Python (Beginner), R (Beginner), SAS (Advanced), STATA (Advanced), Tableau, Flourish, Datawrapper
Languages: Conversational Spanish, French, and Swahili
Interests: Technology in emerging markets, Mentorship, Travel (50+ countries), Pick-up soccer, Photography, Storytelling
Background: First-generation college graduate; Lived in 10 cities across North America, Latin America, Africa, and Europe

Lana A. Idris

2400 Beech Drive Euless, TX | lanaadilidris@gmail.com | 972.571.3068

EDUCATION

Stanford Graduate School of Business **Palo Alto, CA**
Master of Business Administration Candidate
Harvard University **Cambridge, MA**
AB Human Evolutionary Biology and Secondary in African and African American Studies (May 2016)

EXPERIENCE

The Boston Consulting Group **Dallas, TX**
Associate (Aug 2016 – Sept 2018), **Consultant** (Sept 2018 – Jun 2020)
Post-merger integration (Jul 2019-Jun *2020)*

- Created holistic collaboration assessment report for the CEO measuring degree and quality of target and acquirer collaboration for a multi-billion dollar acquisition
- Developed new P&L for synergies identification and managed junior consultant responsible for aggregation and review of synergies

Direct Cost reduction effort (Sept *2018- Jul 2019)*

- Led enterprise wide inventory management vendor negotiation effort and created inventory management process across 5 banners, 20+ MPI directors and analysts, and 50+ vendors to help return $40M in inventory and assist with $10M in markdown funds
- Oversaw, conducted, and analyzed a quantitative RFP for a $100M+ cost base across all categories with over 40 vendor bids

Indirect cost excellence effort *(Feb 2018- Sept 2018)*

- Led a working team of 12 managers and directors across three functions to identify 15% savings on facilities spend by developing the first enterprise wide cost baseline, and creating and conducting a large- scale quantitative RFP on a $20M cost base

Global trade and cost reduction strategy *(Nov 2017-Feb 2018)*

- Drafted a risk mitigation strategy for a global sourcing function and identified disruptors due to tech advancements or changes in geopolitical trade trends by conducting market research and expert interviews, and assessing future sourcing plans

Customer service strategy *(Mar 2017- Nov 2017)*

- Created pilot programs and developed comprehensive recommendation set for overhauled customer service strategy by analyzing quantitative survey with ~5k respondents, and conducting over 100 customer and employee interviews

Pricing and product strategy *(Aug 2016- Mar 2017)*

- Identified 2% GM increase in category by analyzing omni-channel transaction data, conducting regression analyses on features, and leading competitive benchmarking

AWARDS AND RECOGNITION

The Boston Consulting Group **Dallas, TX**

- **Key to Purpose, Conquering Complexity Winner** (2019): A bi-annual award given to BCG members that have a passion for discovering unique sources of competitive advantage in dynamic and complex systems while focusing on what matters and delivering impact
- **Dallas Champagne Awards** (2019): Awarded for my work addressing retention concerns for Black + Latinx talent, my investment in mentorship, and my case team contributions
- **Learning @BCG Facilitation Silver Award** (2019): Award given to second tier of contributors to Learning and Development training facilitation
- **Black + Latinx (BLX) Making Waves and Miami Sun Award Nominee** (2019): Awarded to female members for outstanding contributions and bringing positivity to the BLX network

Harvard University **Cambridge, MA**

- **Senior Leadership Award for Women** (2016): Awarded by the Black Men's Forum to 5 senior women for their contribution to the Black Harvard Community
- **Harvard Foundation's Certificate of Recognition** (2014): Awarded for Contributions to the Intercultural Life of the University

LEADERSHIP

The Boston Consulting Group **Dallas, TX**
Black + Latinx Cadre Consultant Member and Node (May 2017 – Jun 2020)

- Created program aimed at improving performance of Black/AA talent by pairing Black consultants facing difficulty in the role with more tenured Black consultants
- Formulated a set of booster training materials for the Black and Latinx (BLX) cadre in the Dallas office to help supplement areas of concern

Black + Latinx Associate Recruiting Specialist (May 2018- Jun 2020)

- Prepare holistic recruiting process by identifying high priority BLX candidates and conducting rigorous interview preparation

Learning and Development Cadre Specialist (Dec 2017- Jun 2020)

- Conduct 1 on 1 trainings on quantitative analysis in Excel, Alteryx or Tableau and group trainings on several topics

Harvard Islamic Society
President Emeritus and Director of Internal Relations (Dec 2013-Jan 2016)

- Oversaw the executive board and insure work efficiency and direct long term institutional initiatives of the organization such as overseeing of the Muslim Life Chaplain Fund and advocating for physical prayer spaces across all 15 Harvard schools.

Association of Black Harvard Women
Alberta V. Scott Mentorship Director Emeritus and Mentor (Sept 2012- May 2016)

- Developed curriculum focusing on the holistic development of young high school age women in the Boston Area and oversaw a 40 member mentee/mentor network

INTERESTS

Kayaking, studying beauty and cosmetic trends, listening to new Afro-Beat music, watching police procedural dramas

NKECHINYEREM ("KEMIE") IKO

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Stanford Impact Fund (Portfolio Operations), GSB Show (Writer), FinTech Club

HARVARD COLLEGE Cambridge, MA
A.B. History and Literature (Cum Laude) 2010-2014

- African and African American Studies Minor, Spanish Language Citation
- Dorothy Hicks Lee Prize for most outstanding senior thesis concerning African or African American literature

Experience

BLACKROCK San Francisco, CA
Vice President, Institutional Sales and Relationship Manager 2016 –2020

- **Client relations:** Built and advanced long-term relationships with +10 institutional investment consulting firms who represent $320B in firm assets under management ("AUM") and $244M annual revenue
- **Business development:** Initiated first strategic index pricing partnership with largest consultant in the U.S. Successfully pitched proposal to internal Chief Client Officer (C-suite) and external CIO and Head of Consulting
- **Strategic planning:** Repositioned book of business with a strategic focus on higher revenue products. Obtained +20 new product ratings. Contributed to 3% AUM growth and 18% revenue growth over team tenure
- **Product development:** Directed launch of new alternative index product in partnership with a national consultant, raising $3.8B across 23 client relationships
- **Teamwork:** Steered cross-functional Active Equity product committee to develop new business pipeline. Resulted in 10 notified wins representing $1.8B in new assets

Sales Support & Marketing Manager 2014-2016

- **Project management:** Executed +100 highly customized Requests for Proposals in collaboration with senior stakeholders in Americas, Europe-Middle East-Africa, and Asia-Pacific regions
- **Content creation:** Produced new standard product narrative for Private Equity Solutions, Real Assets, and Factor-Based Investing platforms used in +20 new business bids
- **Leadership:** Selected by business leadership to relocate from NYC to SF to augment team presence on West Coast and facilitate connectivity with headquarters. Opportunity conferred in recognition of exceptional first year of performance

Leadership Experience

BLACKROCK BLACK PROFESSIONALS NETWORK San Francisco, CA
Co-chair and founding member of Advocacy & Engagement Committee 2018 –2020

- Recruited network of 60 senior business leaders and managers to participate in ongoing series of events to develop careers of black professionals
- Planned +100-attendee event featuring Chairman of Board of Trustees of 6th largest U.S. public pension

Additional Information

- Professional certifications: FINRA Series 7 and 63
- Interests: New to tennis, fan of fiction, enthusiastic about travel and television (but not travel television)

MYREL ITURREY

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Palo Alto, CA**
Master of Business Administration Candidate ***September 2020 – Present***
Activities: The MBA Fund *(Campus Investment Partner)*, Women in Management, Private Equity Club, Venture Capital Club, FinTech Club

DARTMOUTH COLLEGE **Hanover, NH**
Bachelor of Arts ***June 2011 – June 2015***
Major: Government | **Cum. GPA:** 3.82/4.00 | **GMAT:** 760
Honors: Magna cum Laude, Rufus Choate Scholar 2014-2015, 3rd Honor Group 2011-2013
Activities: Kappa Kappa Gamma Sorority *(President)*, The Dartmouth College Newspaper *(Editor and Staff Writer; awarded Ira T. Holmes Book Award)*, The Ivy Council *(Dartmouth Chapter Head Delegate)*, Gryphon Senior Society

PROFESSIONAL EXPERIENCE

INSIGHT PARTNERS (FKA INSIGHT VENTURE PARTNERS) **New York, NY**
A leading venture capital and private equity firm (+$25Bn AUM) focused on investing in technology and software companies globally
Vice President *(Dec 2019 – Aug 2020); Senior Associate (Dec 2018– Dec 2019); Associate (Aug 2017– Dec 2018)* ***August 2017 – August 2020***

- Sourced, evaluated, executed, and supported minority and majority investments of $50M - $500M in technology companies with a focus on enterprise software and FinTech
- Conducted strategic development and relationship-building calls and meetings with founders and executives to prospect for potential investments and monitor market trends; attended 10+ conferences, meeting with 100+ companies as sole Insight representative
- Promoted to Vice President under accelerated timeline
- *Select investment and portfolio experience includes:*
  - Minority investment in Checkout.com (next-generation payments platform): Sourced $230M Series A and follow-on (~3x mark-up to Series A in one year), leading market and business diligence and presenting findings at Investment Committee; maintained active dialogue with CEO/CFO/CSO on strategic initiatives including M&A, North America expansion, and key executive hires
  - Leveraged buyout of Bullhorn (applicant tracking software for staffing firms): Built customer-level operating model, sensitizing assumptions to assess the impact of a recession on growth and profitability forecasts; led Analyst team to identify 100+ potential acquisition targets; executed six acquisitions totaling ~$425M in EV; managed third-party advisors through successful exit process
  - Leveraged buyout of Property Brands (software for residential property managers): Conducted business diligence on platform investment focusing on unit economics by segment, customer and end-user cohorts, and cross-sell opportunity within existing customer base; coordinated debt financing and led lender calls, successfully securing original debt package and refinancing

MORGAN STANLEY **New York, NY**
A global leader in investment banking advisory and capital-raising services to corporations, organizations, and governments
Investment Banking Analyst, Global Services Group ***June 2015 – July 2017***

- Member of 20-person team; performed financial analyses including leveraged buyout, discounted cash flow, and public and acquisition comparables for clients and transactions in the Global Services sector
- Select execution experience includes $5Bn spin-off of CDK Global from ADP, sale of Highway Toll Administration to Platinum Equity, Vantiv's $425M acquisition of Moneris USA, and defense of CDK Global against activist hedge fund Elliott Management

LEADERSHIP AND SERVICE: POST-COLLEGIATE

SYNERGIST NETWORK – *Co-Founder & NYC Board Member* ***June 2015 – August 2020***

- Co-founded Synergist Network to empower women in investing; oversaw expansion from 10 members in NYC to 300+ nationwide
- Managed 17-person executive board to organize events, distribute newsletters, and offer guidance to junior women in investing roles
- Led organization through incorporation and 501c3 IRS tax-exempt recognition; drafted by-laws and devised organizational structure

CUBA STUDY GROUP (CSG) – *Young Professional Member, Civil Society Engagement Committee* ***March 2017 – Present***

- Partner with 40 professionals of Cuban descent to promote ideas, policy, and programs that favor a free and open society in Cuba

DARTMOUTH ENTREPRENEURIAL NETWORK NYC – *Governing Board, Programming Chair* ***May 2017 – August 2020***

- Organized programming for NYC-area Dartmouth alumni to make connections and further their interests in tech and entrepreneurship

SKILLS AND INTERESTS

Language Skills: Bilingual (Native Spanish and English)
Interests: Cuban history, airport architecture (Member of the Architectural League of New York), start-up competitions (co-judged eMerge Americas competition with Pitbull), HIIT (BBG by Kayla Itsines, Insanity by Shaun T), surfing (Witch's Rock Surf Camp in Costa Rica)

SAGAR P. IYER

+1 (734) 660-2785 | sagarpiyer@gmail.com

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS — STANFORD, CA

Master of Business Administration Candidate; GMAT: 760 (99th Percentile) — 2020 – 2022

- Healthcare Deal Team, GSB Impact Fund

UNIVERSITY OF MICHIGAN — ANN ARBOR, MI

Bachelor of Business Administration with High Distinction, Minor in Economics (GPA: 3.92/4.00) — 2011 – 2015

- Phi Beta Kappa; James B. Angell Scholar

PROFESSIONAL EXPERIENCE

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES — LANSING, MI

Policy and Planning Intern — Jun 2020 – Sep 2020

- Led various workstreams including COVID-19 testing infrastructure, opioid crisis response, and mental health policy

LEE EQUITY PARTNERS (~$3BN AUM) — NEW YORK, NY

Private Equity Associate — Jul 2018 – Jul 2020

- Evaluate and execute equity investments in healthcare and financial services sectors; drive key workstreams throughout investment process, including due diligence and financial analyses pre-close and ongoing strategy implementation post-close

Select Transaction Experience:

Solaris Health: *National leader in integrated urology and radiation oncology services (TEV: ~$210MM)*

- Developed detailed operating and leveraged buyout models to analyze investment returns across range of scenarios
- Negotiated key components of purchase agreements, employment agreements and distribution waterfall; drafted sections related to cross-closing conditions, cash-flow preference, equity forfeitures, and minimum productivity standards
- Constructed and managed consents, cap table, and flow of funds across two practice groups (100+ partner physicians)

Cosmetic Solutions: *Leading contract manufacturer of skin-care products* (*TEV: ~$175MM)*

- Conducted all business and financial diligence, focused on customer churn analysis and new customer expansion
- Oversaw legal, accounting, and ESG due diligence; helped uncover 5% EBITDA over-statement
- Managed lender diligence process; negotiated credit agreement to feature seasonality and one-time capex adjustment

McLarens: *Global leader in complex claims management and loss adjusting services (TEV: ~$420MM)*

- Conducted business and financial diligence, focused on non-recurring catastrophe activity and adjuster hiring/retention
- Constructed and managed multi-currency deal model for internal investment committee, co-investors, and lenders
- Managed broad co-invest process, eventually acting as point-person for large international equity partner

Select Portfolio Experience:

Summit Behavioral Health: *Leading network of residential SUD treatment and acute psychiatric facilities*

- Spearheaded business and financial diligence related to $100MM follow-on investment in 112-bed acute psych hospital
- Collaborated with management to support ongoing expansion efforts (de novo, M&A, expansions, adjacent verticals)

Prelude Fertility: *Largest provider of comprehensive fertility services in the U.S.*

- Led business diligence related to ~$40MM merger with Inception Fertility, the #1 fertility services provider in TX

Other Experience:

- Supported $750MM sale of Aimbridge Hospitality, the largest third-party hotel operator in N.A, to Advent International

MCKINSEY & COMPANY — CHICAGO, IL

Senior Business Analyst — Aug 2015 – Jun 2018

- Engaged in 20+ studies with F500 companies, governments, and investor groups in healthcare, consumer, and technology sectors on topics including growth strategy, market scans, pricing, corporate restructuring, and organization design
  - Led ~5 healthcare-focused buy-side commercial diligences, analyzing industry structures and competitive landscape across sub-sectors including: behavioral health, pharmaceutical services, and physician practice management
  - Built revenue model for ~$300MM+ Target, leveraging expert interview insights (n =50) to model >4 growth scenarios
  - Developed procurement strategy for ~$30Bn+ med device manufacturer; identified ~10% annual savings on $2Bn+ base

ADDITIONAL

- Grew up on a cargo ship for the first three years of my life; have lived in India, South Africa, Hong Kong, Canada & U.S.
- Board Member: Depression and Bipolar Support Alliance; Board Member: Illinois Opioid Crisis Response Advisory Board

SANJAY IYER

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

THE UNIVERSITY OF TEXAS AT AUSTIN Austin, TX
Bachelor of Business Administration, Finance & Management Information Systems 2016
Overall GPA: 3.91 | GMAT: 730

- McCombs School of Business Peer Advisor; Theta Chi Fraternity Treasurer; Consult Your Community Pro-Bono Engagement Lead

SELECTED WORK EXPERIENCE

WILLOW GROWTH PARTNERS – VENTURE CAPITAL SUMMER ASSOCIATE **May 2020 – September 2020**
Seed stage venture capital fund investing in consumer brands and technologies *Santa Monica, CA*

- Identified and conducted due diligence on a direct to consumer food and beverage company raising a $2M seed round to close the fund's fourth deal by creating and implementing a deal assessment one pager to analyze incoming deal flow and present to the general partners
- Assessed business operations, product market fit, and competitive landscape to write an investment memo for a $3.5M CBD startup deal
- Created limited partner presentations to showcase the superior returns generated by women and POC led funds, leading to a $7M close
- Conducted research to understand deal multiples and create market maps in the consumer health, food and beverage, and fitness markets

MONITOR DELOITTE – CONSULTANT **January 2019 – May 2020**
Healthcare Pricing Strategy Service Offering Business Development Lead *Austin, TX*

- Created an innovative startup healthcare pricing strategy service offering with Deloitte leadership in response to new price transparency legislation resulting in growth for the Deloitte healthcare customer strategy practice of over $10M in sold work across several clients
- Conducted primary research to develop market-facing white papers on the "Future of Healthcare" and "Consumer-Focused Healthcare Pricing" which were successfully used in over 10 sales pursuits (>$10M in sold work) for the Healthcare Pricing Strategy offering

Pricing Strategy for Leading Comprehensive Cancer Center *Boston, MA*

- Developed discounted cash flow financial models to determine new pricing for all healthcare services, physician services, and pharmacy products and presented results to client executives to realize $3M in net revenue growth while maintaining the overall patient experience
- Conducted detailed pricing analytics using SQL and Tableau to segment and benchmark services and products against the market, enabling the client to develop a pricing strategy aligned with their competitive advantage, desired market position, and overall brand

StepUpDFW Pro-Bono Consulting Organization Executive Board Member & Team Lead *Austin, TX*

- Led three analysts for a pro-bono engagement with an Austin-based public health focused NPO to develop a fundraising strategy, successfully enabling them to build their 1,000th well in East Africa and increase their distribution of clean water to half a million people
- Developed a standardized fundraising strategy offering, increasing the number of annual successfully executed projects by over 300%

International Pro-Bono Consulting Team Lead – Integration Strategy for Regional Youth Services Provider *Belfast, NI*

- Led a team of five analysts to develop an integration strategy for 15 disparate youth service organizations in East Belfast, enabling the client to support 500+ previously unrepresented young adults with government funding, training, staffing, and health / safety resources

MONITOR DELOITTE – BUSINESS ANALYST **January 2017 – December 2019**
Product Development for Leading Defense Contractor *Fort Worth, TX*

- Managed 5+ client relationships in Agile Scrum to design, gather requirements, prototype, and deploy an analytics toolset product to 75+ client personnel, empowering the business to strategically position inventory in the field and reduce customer wait time by 25%

Growth Strategy for Regional Health Plan *Albuquerque, NM*

- Performed financial due diligence on the viability of standing up a new managed services organization (MSO), enabling the client to provide services to provider-sponsored health plans across the country, initially reaching 530,000 new plan members in New Mexico
- Designed the business development function of the new MSO to win business by creating go-to-market playbooks, documenting process flows, and developing an organizational structure, enabling the client to successfully win contracts with its first two clients worth $500K

UT Austin Undergraduate Recruiting Team Lead *Austin, TX*

- Coordinated 60+ candidate mentorship calls, 55 interviews, and two new women's-oriented campus events to successfully close seven full-time hires and two interns while increasing the percentage of women offerees from 12.5% to 75% compared to the previous year

SKILLS AND INTERESTS

Interests: Ice Hockey (played competitively for 12 years), International Travel, Golf, Alpine Skiing, Texas Longhorns Football
Languages: Conversational in Spanish (studied in school for four years; interned in Barcelona, Spain for three months)

ANDREW JACOBSBERG

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+ 1 202 417 5640

EDUCATION

Stanford University, Graduate School of Business – Stanford, CA
Master of Business Administration Candidate, June 2021

Harvard Business School Online
CORe: Credential of Readiness, July 2016; Pass with High Honours

Georgetown University, Edmund A. Walsh School of Foreign Service – Washington, DC
Bachelor of Science in Foreign Service, May 2015; Magna cum Laude, GPA: 3.83/4.00
Major: Science, Technology and International Affairs (Concentration: Business, Growth and Development)
Certificate: Karl F. Landegger Honours Program in International Business Diplomacy; Minor: Computer Science
Other: McDonough School of Business Entrepreneurship Fellows Programme

Institut d'Études Politiques de Paris (Sciences Po), Paris Campus – Paris, France
Cultural Immersion Study Abroad Programme, Fall 2013

PROFESSIONAL EXPERIENCE

BTG Pactual – São Paulo, Brazil

Special Situations, Associate Director — February 2017 – April 2019

- Managed Brazilian Corporate Non-Performing Loans (NPL) and Distressed Real Estate (DRE) portfolios composed of 3,000+ loans and 1,300+ properties, and valued at US$ 400 million.
- Co-led the pricing and acquisition process for Corporate NPL and DRE portfolios, investing over US$ 150 million.
- Co-started and scaled Enforce, a full-service asset management platform for Corporate NPL and DRE portfolios; built, trained and led three teams; oversaw development of proprietary information systems and data analytics solutions.
- Assessed, negotiated, structured and executed proprietary transactions involving bankruptcies and in-court restructurings, coordinating internal teams and external lawyers and auditors.

Finance – Business Unit Controlling, Analyst — July 2015 – January 2017

- Led development of a new managerial, accounting, and risk system for the bank's trading desks; coordinated between several teams, revised modelling and pricing methodologies, and redesigned the profit/loss reporting process.
- Designed and produced daily profit/loss and risk reports for the bank's fixed income, currency, and equity trading desk in Argentina and reinsurance desk in London.
- Participated in the sale of the bank's global reinsurance business, focused on the elaboration of an efficient regulatory and fiscal structure for the transaction.

Finance – Group Controlling, Summer Analyst — May 2014 – August 2014

- Built the bank's first Leverage Ratio and mapped out all information necessary for building the Liquidity Coverage Ratio – two regulatory indexes required under Basel III starting January 2015.
- Structured exposure and profit/loss statements for commodities business' Asset-Liability Management operation.

Asset-Liability Management, Summer Analyst — May 2013 – August 2013

- Produced daily reports on on- and off-shore cash positions, projected cash flow and liquidity for senior management.
- Streamlined the process whereby various areas of the bank communicate their cash use and flow projections, adding reliability and accuracy to the procedure.
- Redesigned and automated the process for elaboration of aforementioned reports, decreasing production time from 3 hours to 30 minutes and removing manual input.

COMMUNITY ENGAGEMENT

Comunidade Shalom Synagogue – São Paulo, Brazil
Supervisory Board Member — January 2018 – present

ACTIVITIES, SKILLS, AND INTERESTS

Languages: native in English and Portuguese; fluent in French and Spanish
Programming Languages/Technical Skills: C#, C++, Python, Visual Basic for Applications, PowerBI, QlikView, MS Office
Interests: entrepreneurship, negotiation, innovation, sustainability, art, travel, triathlon, scuba diving, and skydiving

REBECCA JACOBSON

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

DARTMOUTH COLLEGE Hanover, NH
Bachelor of Arts in History (major) and Government (minor) |Magna Cum Laude 2015

- **Culminating Research:** Analyzed the history of anti-Semitism in the Third Reich in relation to European Imperialism and #BlackLivesMatter with the objective of reshaping consensus scholarship on racial violence
- **James O. Freedman Presidential Scholarship:** Participated in writing and editing a book for publication by Princeton University Press: The Weimar Century, German Emigres and the Ideological Foundations of the Cold War by Historian Udi Greenberg
- **Extracurriculars:** Choreographed for and performed with SHEBA Dance Troupe; Led approximately 10-15 tours per term for prospective students through Dartmouth Admissions office

Experience

PARTHENON-EY Boston, MA & New York, NY
Senior Consultant (Case Team Leader); Consultant; Senior Associate; Associate September 2015 - August 2020

- Advise Fortune 500 clients on strategy, innovation, and internal operations, specializing in the use of consumer insights and quantitative analysis to drive growth for retail and consumer product companies
- Manage teams of consultants and associates: establish timelines and performance benchmarks, drive team efficiency, steer insights and findings, liaise with clients, and oversee the development of team members
- *Sample client work includes:*

  Profitability Analysis & Growth Strategy, $1b Retail Startup: Led team in an effort to quantify the current profitability of the business and diagnose key barriers to growth. Prioritized key opportunities and partnerships alongside the company's executive team and a cohort of potential investors. Resulted in a new round of financing, driving the company's valuation to the "unicorn" level of $1b.

  Brand Innovation Strategy, $7b Diamond Retailer: Led workstream to develop an innovation approach for a company struggling to retain its current customers and failing to capture a new generation of customers. Surveyed more than 10,000 individuals, conducted focus groups and ran workshops with top executives to brainstorm and prioritize innovation initiatives.

  Media Mix Effectiveness Assessment, $10b Fast Food Burger Chain: Advised the company on a reallocation of advertising spend across mediums and on creative improvements to TV spots. Developed a custom analytics model to inform strategic recommendations. The model measured the impact of ad spend by media type (e.g. TV, social, mobile, radio), "sub-type" (e.g. ESPN vs. ABC; cable vs. network; morning vs. prime time) and message (e.g. nugget, breakfast).

BETO FOR TEXAS CAMPAIGN Austin, TX
Deputy Press Secretary (promoted from campaign volunteer) June 2018 – November 2018

- Led local press apparatus: drafting media advisories, pitching stories to local outlets, and developing earned media strategy
- Introduced and oversaw select strategic programs, including 'Letters to the Editor' and celebrity activation
- Managed press advance (on the ground coordination) for the Beto & Willie Nelson Rally, with more than 50 outlets in attendance

Additional

- **Technical competencies:** Excel (advanced), Qualtrics / Survey (advanced), Alteryx, French (conversational)
- **Community service:** Inspire Inc. (non-for-profit consulting), various political campaigns
- **Personal interests:** Pan Mass Challenge (192 mi bike ride), hip-hop dance, contemporary non-fiction, Scrabble

RAJENDRA JADHAV

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GLOBAL PROCUREMENT LEADER ● HEATHCARE TECHNOLOGY INNOVATOR

Supply Chain Leader with over 15 years of comprehensive experience collaborating with healthcare industry leaders. Have enabled development and accessibility of key therapies for patients and customers to live life at their best. Formed several key partnerships worth $6B+ over the past decade resulting in expanded global product reach. Led teams across a diverse set of products and piloted comprehensive product cost and availability initiatives resulting in significant product margin and accessibility improvement.

While managing a global high-performing team in the B2C space, drove a culture of cross-functional collaboration and accountability resulting in enhanced customer experience and strong business growth. Have inculcated the belief at every professional level that the technological breakthroughs of tomorrow take shape around strong, agile, resilient, and robust Supply Chain infrastructure. Committed to developing the teams that thrive on having responsibility for a product's impact on customers, via expertise in:

Supply Chain Management	Global Procurement	Supplier Partnerships
Change Management	Value Engineering	Effective Cost Management
Financial Acumen	Organization/Management	Team Leadership

Academic Distinctions: ● **3.84 GPA (Honors)**, Mechanical Engineering ● **Winner**, Full University Scholarship

HIGHLIGHTS

- ***Committees:*** **Developed strategic leadership contributions as a member of three Medtronic steering committees, namely: Mergers & Acquisitions; Contract Manufacturing; and Talent Development.**
- ***Customers:*** **Led the global effort to turnaround complaints and raising product availability to the patients, starting with Government agencies of the UK and Ireland and the Medtronic supply chain teams, resulting in a statistically significant 5-point growth in improved patient satisfaction per Net Promoter Scores.**
- ***Partnerships:*** **Developed billion-dollar partnerships with world class manufacturers that anchor strategy for global product manufacturing and supply.**
- ***People:*** **Built a world class procurement team at Medtronic that grew 5-fold under my leadership.**
- ***Processes:*** **Built and institutionalized state-of-the-art digital tools and processes delivering $40M+ in net cost savings in 2 years.**
- ***Market Creation:*** **Introduced revolutionary newborn care product enhancing and promoting family centered care. Sales beat estimates by over 250%, evolving a new market space for GE.**

WORK EXPERIENCE

MEDTRONIC, PLC, Los Angeles, CA — JUN 2018 – PRESENT

A $30 Billion revenue medical device company, with over 100,000 employees in over 140 countries.

DIRECTOR, GLOBAL PROCUREMENT

Leading worldwide strategic procurement and sourcing technology function for the $2.5B Global Diabetes therapy products. Appointed to build the world class procurement organization, establish processes, and stabilize supply base.

- Improved patient satisfaction by ensuring delivery of uninterrupted product availability on the critical therapy products as measured through the Net Promoter Score benchmark, resulting in a net positive of 5+ points.
- Enabled business growth of 20%+ through new product releases, build out of robust supply base, and driving strategic CM/OEM partnerships.
- Accomplished organizational growth of > 5X to support the overall business growth and create a strong leadership talent pipeline.
- Led cost down initiatives cross functionally to deliver 6% cost savings versus a 3% historical average.
- Drove acceleration of new products releases by 30% leveraging supplier innovation and by speeding up supplier readiness while complying with strict FDA quality and regulatory requirements.
- Established structured procurement processes around risk management, contracting, negotiations and RFx through cross functional collaboration with key supply chain, quality, and engineering partners.

RAJENDRA JADHAV

GE HEALTHCARE, Milwaukee, WI SEP 2003 – JUN 2018
A $19 Billion unit of General Electric Company with 46,000 employees in over 100 countries.

ACCELERATED EXECUTIVE LEADERSHIP PROGRAM | JUL 2016 – JUN 2018
Nominated and selected to be part of selective group of leaders (0.04% acceptance) to become a Global Supply Chain Executive.

- As a Product Manager for Maternal Infant Care business introduced an innovative product aimed at improving care on new-born that beat the sales operating plan by 250%
- Directed team in development of comprehensive localization strategy for the Life Sciences business in China generating projected incremental revenue of $80M over 3 years.
- Led quality mindset reset within the manufacturing organization to reduce product lead-time by 50% and generate annualized productivity of $0.5M leveraging digital thread for real-time data driven decision making.
- Headed development of AI based Computed Tomography imaging apps based on machine learning in collaboration with the local healthcare partners.

GLOBAL SOURCING MANAGER, GLOBAL SUPPLY CHAIN | DEC 2013 – JUL 2016

- Officially took on an expanded role that covered 4 businesses within global X-Ray business.
- Led negotiations for a 5-year, $500M deal with a major medical equipment manufacturer.
- Headed team of 22, generating a roadmap for $11M in cost savings and $4.5M in cash globally.
- Steered global team through contract negotiations worth $350M with critical OEM partners.
- Led buildout of global supply base for critical new products with incremental revenue of $150M.
- Deployed digital tools to track enhanced cost savings, cash, quality, fulfillment, and key metrics.
- Oversaw a portfolio of 155 suppliers, working closely with over 50% in a 12-month timeframe.
- Led costing analytics with cross functional teams to enhance negotiation strategy resulting in above average cost reductions while meeting unique imaging requirements.

SOURCING TECHNOLOGY LEADER, GLOBAL SUPPLY CHAIN | AUG 2010 – DEC 2013

- Led Material Technology Change Initiative globally generating cost savings of $7M over 3 years.
- Drove margin improvement of $2M on new product introductions for Computed Tomography, and Patient Monitoring business.
- Managed and completed contract negotiation worth $50M with a major plastics supplier.

LEAD SYSTEMS ENGINEER, X-RAY DETECTOR | SEP 2007 – AUG 2010

- Led team through development of Integrated Design Plan for design of new X-Ray Detector.
- Headed events for 250 global engineers, knowledge sharing efforts for effective collaboration.
- Directed design Transfer between GE and the OEM for new first of a kind portable x-ray product.

MANUFACTURING/DEVELOPMENT ENGINEER | SEP 2003 – SEP 2007

- Spearheaded digital detector design and testing that improved x-ray dose efficiency while maintaining image quality.
- Orchestrated process development for the new x-ray tube with a defect rate of <7% (significantly below typical defect rates).

EDUCATION

Master of Science, Mechanical Engineering | 3.84 GPA, Full Scholarship (Top 5%)
Chancellor's Graduate Student Award
UNIVERSITY OF WISCONSIN | Milwaukee, WI | SEP 2003

Bachelor of Engineering, Mechanical Engineering | First Class, Top 10%
VICTORIA JUBLIEE TECHNICAL INSTITUTE | Mumbai, India | MAY 1999

ADDITIONAL SKILLS & INTERESTS

Community: STEM Ambassador for GE ● Diversity Recruitment Team-builder | **Hobbies:** Reading, Traveling, Sailing

ADEESH JAIN

adeeshj@gmail.com • (972) 793-3661 • linkedin.com/in/adeeshj

EDUCATION

Stanford Graduate School of Business – *M.B.A.* Expected June 2022

University of Texas at Austin – *B.S. Computer Engineering & B.S. Mathematics (High Honors)* May 2017

- Awards*:* Endowed Presidential Scholar, Excellence in Teaching Award (as a TA), Best Semester Project in TI Innovation Challenge Design Contest, TILF Scholarship Recipient, Engineering Honors Scholarship Recipient
- President of Eta Kappa Nu (Electrical Engineering Honor Society) leading ~120 member org; generated record $11k revenue
- Director of Undergraduate Computational Finance; led teams in weekly projects to identify & assess trading strategies

EXPERIENCE

Coinbase *(cryptocurrency exchange) – BizOps & Strategy Associate*; San Francisco, CA Aug 2019 – Aug 2020

- Focused on retail product strategy, GTM, pricing, & feature prioritization (~35M+ users); worked with Retail Head & CPO
- Led pricing strategy for trading fees (80% rev.) & new banking products; designed A/B pricing tests to validate approaches
- Added 2 assets to platform enabling additional $100M+ AUC; acted as interim Product Manager & worked with variety of internal stakeholders (eng, legal, security, sales) and external asset issuers
- Developed strategy to increase non-trading revenue ~60% YoY for next 3 yrs, decreasing dependence on crypto volatility
- Supported product leadership with quarterly OKR planning, engaging closely to determine appropriate target metrics, forecasting impact of potential features, and synthesizing into product roadmaps

McKinsey & Company – *Senior Business Analyst (select cases below)*; Dallas, TX May 2016 – Aug 2016; Aug 2017 – Aug 2019

<u>Software Company ($60B+) – Product Management Transformation</u>

- Created product management (PM) operating model with Chief Product Officer, including a portfolio prioritization process and a new interaction model between R&D and Product teams; leveraged best practices from leading tech companies
- Successfully ran 1-month pilot of new PM operating model with a $2B business unit; new cross-functional model being rolled out company-wide for next fiscal year budgeting process

<u>Package Logistics Company ($80B+) – Competitor Response Strategy</u>

- Created quick-wins and long-term strategy to respond to a disruptive competitive threat (presented to company Board)
- Developed model to predict 5-yr US small package demand, fueled by eCommerce & customer demands for faster delivery

<u>IT Services Company ($25B+) – Revenue Synergy Strategy & Acquisition Integration</u>

- Developed $150M+ in revenue synergies by integrating product portfolio of two companies, working closely with their CTO's
- Ran integration management for 2 workstreams; setup Day 1 War Room and led cross-functional workshops to identify post-merger Day 1 activities with n-1 stakeholders

<u>Community Hospital ($1.5B+ in revenues) – Operational Efficiency</u>

- Identified ~$5M in run-rate labor savings in 22 non-clinical areas of hospital; supported and guided senior leaders to design processes and staffing that achieve top-quartile performance

<u>Recruiting – UT Austin Diversity Sourcing Lead (helped achieve largest Diversity turnout in UT recruiting history)</u>

- Led and coordinated info sessions & case coaching workshops with 80+ students; reviewed resumes for interviews

University of Texas at Austin – *Undergraduate Teaching Assistant (EE 306 & EE 319K)* Jan 2015 – Dec 2015

- Taught two recitation sections of EE 306 with 40 students each; Led two lab sessions of EE 319K with 30 students each

Bloomberg L.P. – *Financial Software Development Intern*; New York, NY May 2015 – Aug 2015

- Developed Bloomberg Terminal functionality to find investor peers using novel quantitative approach (est. 100K users)

Umbel Corp. *(audience management startup) – Software Engineer Intern*; Austin, TX June 2014 – Aug 2014

- Established automated Facebook ad bidding system to lower ad costs up to 80% & increase ads served for client campaigns

ADDITIONAL INFORMATION

Personal Projects: Created Coffebot (a Slackbot) to facilitate interaction & community for MBA class while remote in COVID
Programming Skills: Proficient with Python, SQL; Experience with C/C++, Java
Interests: Aviation, photography, credit cards & points/miles, consumer electronics, electric cars, drones
Languages: Conversational in Hindi, English Native
Work Eligibility: US Citizen

Tarek Z. Jallad

+96171171886 - tjallad1@stanford.edu - linkedin.com/in/tzj1

Experience

Jallad Group / Caterpillar Dealers **Levant Region / Middle East**

Family-owned business with 300 employees and ~$100M USD turnover that has operated as the exclusive dealer for Caterpillar equipment in Levant region. The two companies celebrated 90-years of successful partnership in June 2019. The Group also represents John Deere Ag, Daewoo trucks, Terex crushers & Legrand UPS & Data centers

Executive Chairman & Dealer Principal **Beirut, Lebanon**
Feb 2017 – Present

- Enhanced board governance and culture of internal entrepreneurship in the company
- Led strategic review over 6 months in coordination with wider management group (~30 people) with goal to reinvent our business model based on 5 key themes: People, Diversification, CX, Services and Digital

Chief Financial Officer **Beirut, Lebanon**
Jan 2014 – Jan 2017

- Led aggressive renegotiation of all the company's credit lines with banks, substantially reducing annual interest expense by over 25% in my first year
- Grew deferred payment programs with suppliers reaching up to 360 days, as well as doubling credit ceilings to $50M after successfully passing a rigorous due diligence and audit process review

Sales & Marketing Director **Beirut, Lebanon / Amman, Jordan**
Sept 2003 – Dec 2013

- Managed team of 25 people across two geographies handling Sales & Marketing of the full range of Caterpillar products. Grew existing business lines by 350% while also diversifying into Used, Rental & turn-key solutions
- Built financial model for Rental and ran regression analyses to find optimal roll-out dates in order to reduce risk and maximize used equipment price realizations. Rental & Used now represents 25% of product sales

Jordan Ahli Bank, Independent Director & Head of Governance Committee **Amman, Jordan**
April 2015 – April 2021

Publicly-listed bank founded 60 years ago and fourth largest in Jordan with assets of around $4Bn

- Actively participated in creation of in-house Fintech accelerator enabling Ahli to launch an e-KYC platform resulting in frictionless customer acquisition and huge potential to serve unbanked refugee communities
- Ahli bank was selected as one of only 53 entities globally on Fortune Magazine's *"Change the World 2020"* List

Ana Aqra Association, NGO, Vice President of the Board **Beirut, Lebanon**
May 2018 – May 2021

Lebanese NGO with a mission to maximize access to education and improving quality of teaching in the Arabic language. $7M annual budget funded mainly by large international donor agencies (UNICEF, USAID, CARITAS)

- Led project to develop online teacher training platform and create new content to enhance quality and impact on learners by developing native video tutorials as enhancements to standard training and coaching workshops
- Organized "Reading Weeks" by inviting thought leaders in their respective fields to read to children in classrooms at public schools read at public schools and centers across the country

Morgan Stanley, Senior Analyst, Corporate Derivatives Group **New York, NY, USA**
July 2002 – Aug 2003

- Carried out multi-billion dollar debt portfolio optimization & exposure reduction program for corporate clients

Salomon Smith Barney (Citigroup), Analyst, Equity Capital Markets **New York, NY, USA**
July 2001 – Apr 2002

- Key member of the team that successfully priced the Travelers Property IPO and convertible debt, worth over $5Bn and the largest US insurance IPO at the time

Education

Stanford Graduate School of Business **Stanford, CA**
Jul 2021 - June 2022

- Degree: MSx Program / Sloan Fellow

The London School of Economics **London, UK**
Oct 2006 - Sep 2007

- Degree: Masters (MSc) in International Political Economy (IPE)

University of Pennsylvania, College of Arts & Sciences **Philadelphia, PA, USA**
Aug 1997 - May 2001

- Degrees: Bachelor of Arts in Economics with Honors, *Cum Laude*
- Double Minor: Mathematics and Mechanical Engineering

Additional

Aspen Institute, Aspen Global Leadership Network, Middle East Leadership Initiative (MELI)
May 2016 – Present

- Selected as Fellow of the 5th class of the MELI program: 1 of 21 from over 250+ applicants
- Attended 4 intensive week-long seminars over 18 months covering such themes as: Building the Good Society, Leading in an era of Globalization, and The Challenge of Leadership

Young Presidents Organization (YPO) / Jordan Chapter
April 2009 – Present

- Active chapter member. Dedicated to an 8-person Forum meeting every 4-6 weeks that has played key role in personal growth & overcoming obstacles by using YPO shared experience method and a culture of trust

Languages, Achievements, Awards

- Fluent in English, Spanish, French & Arabic; Conversational in Italian & Portuguese
- Completed 42.2km marathon in Nov 2012 in Beirut
- Recognition Awards from Lebanese Red Cross for outstanding commitment and support after Beirut port blast

Christoph Jamann

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EDUCATION

Stanford University – Graduate School of Business **Stanford, CA**
Master of Business Administration (MBA) *09/2020 – 06/2022*

- Co-President of Sports Management Club and Travel & Hospitality Club; Member of GSB Tech Club
- Permanent work authorization (no sponsorship needed); received merit-based scholarship by German Academic Exchange Service

WHU – Otto Beisheim School of Management **Vallendar, Germany**
Bachelor of Science (BSc) in International Business Administration 09/2014 – 07/2017

- Led team of >100 students in organizing the largest sports event for business schools in Europe; increased budget by >30%
- Exchange semester at University of Southern California in Los Angeles; received merit-based ISAP Scholarship
- Received merit-based Germany Scholarship and full-tuition WHU Scholarship

WORK EXPERIENCE

McLaren Racing *(Formula 1 racing team)* **London, UK**
Part-time Intern – will manage strategic initiatives to maximize brand equity and economic growth, reporting to CEO Zak Brown *from 08/2021*

Angel City FC *(NWSL club launching in 2022)* **New York, NY**
MBA Intern *06/2021 – 08/2021*

- Built global membership program to create additional revenue stream; benchmarked and identified best practices of membership models among >100 leading US and European soccer clubs and eSports teams; leading and coordinating launch across five teams
- Led development of crypto fan token, enabling fans voting rights and rewards for social engagement, purchases etc.; laid out core functionalities and finalized technical implementation with technological provider for launch in fall 2021

Bain & Company **Dusseldorf, Germany & Dubai, UAE**
Associate Consultant (2018-2019), Senior Associate Consultant (2019-2020), Consultant (2020) *01/2018 – 08/2020*

- Led team of 40 employees in call center of German Telecommunication company as part of digital transformation efforts; analyzed customer feedback to identify and implement key measures in call center, improving customer satisfaction >25%; managed cross-functional team to develop automated KPI measurement, uncovering further improvement potential
- Managed team of consultants, client and IT provider to launch customer satisfaction system at German retail bank; ran proposal and implemented system in only 6 weeks; enabled >70 employees to achieve satisfaction score 30 percentage points above industry average
- Reviewed aircraft maintenance contracts for major Middle Eastern airline and generated $30M cost savings through 2025 by optimizing in-house maintenance in line with industry trends and negotiating with current and new suppliers
- Advised key stakeholders of Middle Eastern airline on negotiation strategy to lower charges with 15 airports worldwide by analyzing current cost structure and uncovering ~$13M of unrealized financial discounts
- Identified opportunity to revise cabin crew uniform strategy for Middle Eastern airline, reducing complexity and costs by ~50%
- Developed overarching manufacturing and sales strategy in China for CFO of German automotive OEM; launched benchmarking-based pricing model, creating $135M financial benefit between 2020 and 2024
- Achieved two promotions with performance review of 141/100 (100=expectations met); organized Community Impact Day '19 and '20

Arrivo *(Hyperloop startup)* **Los Angeles, CA**
Post-Grad Business Intelligence Intern *07/2017 – 10/2017*

- Analyzed 150 US airports regarding commercial viability of connecting downtown via Hyperloop; project presented to and supported by International Air Transport Association (IATA); identified commercial routes in Europe & Australia and forecasted monthly demand

J.P. Morgan **Frankfurt, Germany**
Investment Banking Summer Analyst *07/2016 – 09/2016*

- Built financial model to support due diligence on $2.1B leveraged buyout of building materials manufacturer; created sell-side materials for $1.5B divesture of major pharmaceutical company to support sale process

Further internships at Lufthansa AG (New Delhi, India), GBox (Mountain View, CA) and Oliver Wyman (Munich, Germany)

ADDITIONAL

- **Strategic advisor to FinTech Blair (YC S19**) – laid out long-term growth path and screened >150 VCs regarding fit ($6.3M Seed round)
- Founded DTC E-Commerce business for watches ('17-'18); designed products and automated value chain from China to the US
- Proficient in Google Docs Editors, Excel, and PowerPoint; basic skills in Alteryx, Python, R and Tableau
- Native in German, proficient in English, and intermediate in Spanish
- Passionate about **aviation** (trying new airlines and finding cheapest flights), **Formula 1** (watching every race since I was a kid), and **creative work** (designing websites or clothes, e.g. designed T-Shirts for well-known fashion brand)

JEFFREY J. JANG

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Activities: Arbuckle Leadership Fellow, Private Equity Club, Finance & Investment Club, Veterans Club

UNITED STATES MILITARY ACADEMY West Point, NY
Bachelor of Science, Life Science 2011

Experience

AE INDUSTRIAL PARTNERS | Aerospace and Defense Private Equity firm managing $3.5B of equity capital Boca Raton, FL
Summer Associate, Private Equity Summer 2021

- Evaluated 14+ investment opportunities focused primarily on Aerospace, Defense & Government Services, Power Generation, and Specialty Industrial industries
- Advised on six live deals across key aspects of the firm's investment process, including business due diligence, financial modeling, deal structuring, and presenting to firm investment committee

Selected Transaction Experience:

$450 million leveraged buyout of Aircraft Maintenance, Repair, and Overhaul (MRO) Service Provider

- Quarterbacked all third-party advisors, contributed to extensive due diligence, and built presentation to secure investment committee approval to submit LOI

$50 million leveraged buyout of leading Embedded Video Processor Manufacturer

- Built comprehensive pricing model as part of key financial diligence and acquisition strategy to transition existing pricing from fixed to subscription (key to achieving firm target return on investment)

$41 million leveraged buyout of leading US manufacturer of Small Unmanned Aerial Systems (sUAS)

- Constructed dynamic LBO financial model with multiple operating cases to evaluate feasibility of investment based on projected IRR and MOIC

SKYDIO | Leader in US-made Drone Market (Series D, backed by a16z, IVP, Playground Global, and Next47) Redwood City, CA
MBA Intern 2020-2021

- Authored two white papers and conducted competitive analysis to accelerate firm's enterprise go-to-market

Production Manager 2019-2020

- Expanded workforce by 466% by introducing workforce expansion strategy and leading end-to-end hiring process
- Drove 95% reduction of non-conforming issues by launching Material Review Board process and involving key stakeholders to evaluate and gain consensus on next steps, which ultimately improved monthly output by 700%

TESLA MOTORS Fremont, CA
Associate Production Manager, Model 3 General Assembly 2018-2019

- Grew production output by 1166% by building aggressive manufacturing plan and leading record-setting team of 200 personnel
- Achieved sustained increase in performance to ~5k units weekly, by implementing over 200 manufacturing process and material changes, while ensuring standardized work, OSHA standards, and cycle-time management were maintained

Production Supervisor, Model S/X General Assembly 2017-2018

- Increased output by 20% and First Pass Yield by 95% by coaching and developing department's largest sub-unit
- Attained net cost savings of $400/unit by initiating manufacturing change of Model X primary seals and collaborating across Design, Quality, Process, and New Product Introduction teams to ensure on-time production

UNITED STATES ARMY Afghanistan; Iraq; Fort Campbell, KY
Captain, Infantry Officer 2011 – 2017

- Spearheaded Mosul counter-attack operations (critical to defeating ISIS), by planning and executing phased movement of 200 personnel and $70M in equipment, and negotiating use of land in both Kurdistan and Iraq
- Oversaw allocation of $5.4M annual budget for 800 personnel unit: analyzed financial information, designed budget proposals, and prepared financial reports to ensure all missions were funded and within budget
- Defeated first high-profile attack in 18 months against Jalalabad Airfield as part of assuming command in Commander's absence
- Created (Purchase Request, SOW, and DoD approval) and managed 13 DoD contracts worth over $13M, including a $10M project to improve Jalalabad Airfield's defensive structures, which was finished on time and within budget

Additional

- **Military Accomplishments:** 1x Bronze Star Medal, 2x Army Commendation Medals, 3x Army Achievement Medals, ARNG Pre-Ranger School, Air Assault School, Airborne School, Pathfinder School, and Defense Language Institute - Dari (Persian)
- **Language:** Native/Fluent proficiency in Korean; Elementary proficiency in Spanish, Portuguese, and Dari
- **Volunteering:** Service 2 School – Veteran service organization mentoring prospective MBA applicants
- **Interests:** juggling fantasy football teams, riding Peloton, flipping furniture, and traveling with wife; lifelong Yankees and Jets fan

DURGA JAYARAMAN
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Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate **2020-2022**

- *Pear VC Fellow* – Pre-seed/seed/Series A venture capital apprenticeship
- *Arbuckle Leadership Fellow* – 15% of class selected for a leadership coaching program over 1.5 years
- *Student Association*– Elected to serve on the Social Committee managing $70K funding and organizing events for student body

Selected Organizations: Women in Management, Tech Club, Product Club, Education Club, India Club Co-President

STANFORD GRADUATE SCHOOL OF EDUCATIONSNor **Stanford, CA**
Master of Arts, Education Candidate **2020-2022**

MIDDLEBURY COLLEGE **Middlebury, VT**
B.A. Psychology, B.A. Sociology/Anthropology, Education minor, ***Magna Cum Laude*** **2012-2016**

- *Alexander Twilight 1823 Diversity and Community Leadership Award* 1 of 3 out of 2,800 students nominated by faculty and peers; exemplifies transformative changes transcending race/class/gender boundaries via collaboration (May 2016)

Selected Organizations: Institutional Diversity Committee Co-Chair, Sexual Assault Oversight Committee, College President's Student Life Council, International Student Orientation Leader/Mentor, Middlebury Bobolinks Acapella

Experience

SNORKEL AI, INC. **Palo Alto, CA**
Product Marketing Manager, MBA Intern **June 2021 – Aug 2021**

- Reported to Global Head of Marketing on the executive team. Project managed Snorkel's Series C funding announcement
- Authored 6 different pages on industry-specific capabilities with Snorkel AI including customer case studies. All published to website
- Created a 3-phase external survey for feedback on website content and messaging, to revamp Snorkel's web presence
- Spearheaded the creation of ERGs from scratch: volunteer DEIB project working with Co-founder and Global Head of Talent

TWILIO, INC. **San Francisco, CA**
Sales
Cross-Selling Account Executive **Feb 2020-July 2020**

- 1 of 4 promoted to launch global team selling Twilio into Sendgrid's (new Twilio acquisition) strategic account base. Achieved 177%
- Cross-functional role (as are all below) requiring close alignment with Engineering, Marketing, Security, Legal, Product, Finance

Mid-Market Account Executive (1 of 6 promoted to launch global 100-2Kemployee segment) **Jan 2019-Jan 2020**

- Rank #5 of 60 globally in FY19 achieving 146% of quota, earned FY19 President's ClubAward
- Performed market segmentation and analyzed competitive landscape to identify and message prospects, built relationships with C-suite executives, directors, product managers, developers and technical buyers, understood customer needs to solve business problems
- Drove full-cycle sales for $350-$600K deals, wrote proposals, negotiated pricing/terms and secured contractsignature

Commercial Account Executive (CAE) (sub-1,000 employee-businesses; 2nd-fastest-ever promoted from CAE) **Sep 2017-Dec 2018**

- Ranked #1 of 20 women in global CAE, #5 of AEs overall in North America achieving 154%, earned FY18 President's Club Award
- Closed $2.1M, landed 20+ new customers and managed close relationships with both business and technical stakeholders
- Peer-elected Team Lead Sep 2018, coached teammates and Q4 2018 was the first time the entire West Coast team hit quota

Sales Development Representative (SDR) (newest/youngest rep, and fastest-ever promoted from SDR) **Apr 2017 –Aug 2017**

- Ranked #1 on the team in securing new North American sales opportunities by attaining 188% of target
- Generated $1.3M potential revenue in 4 months via 44 inside-and-enterprise sales prospects

Business Development Representative (BDR) (youngest/fastest-ever promoted from BDR) **Aug 2016-Mar 2017**

- Ranked #1 in US for exceeding all 3 quarterly quotas by 128% average. Qualified and set 425 meetings for 20 AEs in varied segments
- Awarded "2016 Inside Sales MVP" as the first ever entry-level employee to win

Strategy and Leadership

- **COO's Council** – 1 of 20 selected by SVP sales to develop GTM strategy in quarterly board meetings with COO
- **People -** Co-authored 1st ever career matrix for CAE role promotion eligibility, HR implemented standardization tool globally
- **Women at Twiliio Co-Chair** – Elected and managed 500-member employee resource group, organized training, diversity/inclusion workshops, cross-functional team-building, and C-suite-visibility-speed-dating events 4x-quarter
- **Twilio Women in Sales Network** *Co-founder* – Founded group, received budget to develop program
- **Salesforce *Story of Sales* Film –** 1 of 18 recognized across industries as a "Sales Trailblazer" for exceptional performance/qualities, represented Twilio in 90-minute documentary released at '17 Dreamforce conference
- **Twilio Impact Fund Selection Committee –** 1 of 10 employees selected, deliberated and awarded $1.5M to 3 nonprofits
- **Team4Tech Fellow** – Certified pro-bono consultant for global nonprofits, through 150+ hours of successful project work
- **Fundacion Paraguaya** – Designed and executed one week of Sales bootcamp to 40 entrepreneurs in Paraguay, prepped pitches to investors (2 startups received funding!

Interests: Photography, Performing Music, Orangetheory, SciFi TV, Drinking Wine, Taco Bell

ALVINA JIAO

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

PRINCETON UNIVERSITY Princeton, NJ
Bachelor of Arts, School of Public and International Affairs 2015

- Phi Beta Kappa, *summa cum laude*
- Students for Education Reform (Executive Board), volunteer tutor and mentor

Experience

SOCIAL VENTURES AUSTRALIA Sydney, AU
Nonprofit that work with partners to develop systemic solutions to disadvantage in Australia
Manager, Consulting 2020

- Managed team of six to support a COVID-19 response taskforce for a major Australian foundation. Led due diligence on partner portfolio, resulting in AU $4.4 million in grant funding disbursed to support organizations to remain financially viable
- Led project management office at a music education nonprofit on a two-week sprint to develop a digital product in response to COVID-19, resulting in successful program launch in time for new school term
- Initiated and led internal initiative to use Microsoft Teams for remote collaboration

BARNARDOS AUSTRALIA Sydney, AU
Major social services nonprofit supporting vulnerable children and families in Australia
Strategy Manager (reporting to CEO) 2018 – 2019

- Established new strategy function with minimal supervision. Supported CEO and executive team on high-level strategic decisions while leading organization in delivering on three-year strategic plan
- Reformed annual planning and quarterly reporting processes by shifting focus from activities to client impact. Coached 29 executives and senior managers on planning projects with clear outcome measures and milestones, developed new board dashboard to quantify and track progress, and led transition from Excel-based plans to digital strategy platform
- Conducted comprehensive assessment of community need to identify four innovation priorities. Findings led to centralization of previously siloed activity, realignment of organizational investment, and establishment of four teams to develop center-led approaches in each priority area
- Planned and facilitated two board strategy days and three executive strategy workshops, including first offsite in 15 years, to establish vision and parameters for forthcoming strategic plan

MCKINSEY & COMPANY New York, NY
Senior Business Analyst and *Australian Public Sector Fellow* 2015 – 2018

- **Policy analysis**: Engaged with 850+ disability support providers to develop public recommendations on pricing policy for Australia's National Disability Insurance Scheme, which were adopted in July 2018
- **Strategic review**: Conducted comprehensive review of strategy and operations for a state procurement function while coaching two senior managers, leading to follow-on implementation work
- **Transition planning**: Analyzed data and synthesized feedback from senior leaders of 50+ country offices to develop a communicable disease transition strategy for a major multilateral organization
- **Business analytics**: Modeled private education supply and demand in 15 cities to inform a 10-year ramp-up strategy for a global education startup, resulting in successful Series B funding round
- **Operational efficiency**: Identified savings opportunities and led vendor consolidation for a pharmaceutical company as part of a cost rationalization effort that delivered $100M+ savings in FY16
- **Program management**: Managed successful R&D transformation program for a Fortune 100 company, leading meetings and facilitating workshops with 30 project managers and senior engineers

Additional

- **Languages:** Mandarin Chinese (full professional proficiency), Spanish (limited working proficiency)
- **Community service:** Volunteer consultant with the **BRAC Institute of Educational Development** (Dhaka & Cox's Bazar, Bangladesh). Interviewed 30+ Rohingya refugees and aid workers in Cox's Bazar refugee camps to author report on BRAC's child safety and mental health work
- **Hobbies**: Latin dance and yoga

Avril Jiao

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Education

Stanford Graduate School of Business **Stanford, CA**
MBA Candidate 2019 – 2021
- Bio-Design project on medical technology innovation, in collaboration with medical, law and engineering students

Imperial College London **London, UK**
MEng Honors, Chemical Engineering 2008 – 2012
- Four-year master and bachelor joint degree with a first-class score in Final Year Design project
- Silver Award as a group of seven at 2010 Royal Shell UK University Challenge on environmental preservation initiative

Professional Experiences

ZhenFund **Beijing, China**
Pre-MBA Summer Intern Jul 2019 – Aug 2019
- Evaluated 30+ healthcare start-ups at angel investment fund in China. Projects ranging from pharmaceutical/biotech drug, medical devices, AI imaging platform to hospital electronic record system and physiotherapy clinics
- Conducted due diligence by evaluating supporting files from data room, interviewing funding members and industry key opinion leaders (KOL). Led project to pass firm's Investment Committee and issued a term sheet

Pfizer **Shanghai, China**
Senior Portfolio and Project Manager (Clinical & Registration) Nov 2017 – Jun 2019
- Youngest project manager in Pfizer globally. Project Management Professional (PMP)® certified by US Project Management Institute
- Appointed as central point of contact for China Essential Health development portfolio, with pipeline worth $15bn market value
- Directed development strategy, and delivered monthly briefing to China country manager and US senior stakeholders
- Managed Biosimilars (Bevacizumab, Trastuzumab, Adalimumab) end-to-end development life cycle. Accountable for resource distribution, pipeline prioritization, and milestone delivery, by leveraging cross-functional expertise from China, Australia, the UK and US
- Identified new business opportunities with US Hospira franchise, brought in 19 Sterile Injectable products to develop in China in 2018

GlaxoSmithKline
Portfolio and Project Manager (Clinical & Registration) **Shanghai, China**
- Youngest project manager in GSK globally. Managed China cardiovascular portfolio including 9 projects 2015 –2017
- Supervised phase I&III clinical trials in 30 hospitals and coordinated multifunctional matrix team to submit registration dossier for two first-class new medicines to the China Food and Drug Administration (CFDA) in the year 2016
- Founding President of GSK corporate Toastmaster Club. Established communication and leadership training program for 400 R&D employees. Led seven committee officers to deliver 12 workshops, and organized a pharmaceutical joint public speaking contest, first of its kind globally, for over 100 participants from GSK, Pfizer, Roche, and Sanofi

Senior Engineer (R&D Manufacturing) **London, UK**
- Awarded with Chartered Engineer title by Institution of Chemical Engineer and the British Engineering Council 2014 –2015
- Selected to work in pilot plant under Current Good Manufacturing Practice. Developed Piping & Instrumentation Diagrams (P&ID) for 30 clinical batches, which the Active Pharmaceutical Ingredients has been used for clinical trials on over 1000 patients
- Led engineering design breakthrough of a pre-term labor drug during technology transfer. Identified operational issues, analyzed the root causes and implemented solutions by close collaboration with a cross-functional team with members based in the UK, US, and Singapore

Scientist (R&D New Drug Development) **London, UK**
- Invented biocatalyst selection technology for GSK's second-generation antibiotic in the chemical laboratory 2013 –2014
- Received 2014 GSK Exceptional Science Award from the CEO, followed by a fast promotion and 1,000 FTSE-GSK ordinary shares, because technology delivered a 10% increase in product throughput worth $30m saving

Community Leadership

World Economic Forum *Global Shaper Hub Curator* 2016 – 2019 | **Shanghai, China**
- Initiated and led 11 Shapers on a three-year underdeveloped community health initiative for 1,200 students in Huanggang. Hosted annual sports day to improve and embed children health awareness among schools and local authorities
- Selected to participate in 2018 Summer Davos as a representative among 400 global leaders, public figures, and corporate chief officers.

TEDx Canary Wharf *Audience Liaison Manager* 2015 –2016 | **London, UK**
- Created and managed audience experience for a live conference with 100 audiences on the theme of Emerging Cultures & New Ideas

House of Parliament *Diaspora Future Leader Program* 2014 –2015 | **London, UK**
- Selected to be mentored by Lord Wei of Shoreditch, a member of House of Lords. Delivered a Telecare solution for 400 Chinese ethnics dementia patients in the UK. Enabled non-English patients and their carer to gain better access to the National Health System (NHS)

Additional

Skills: Mandarin (native); Matlab and Python programming language (basic); Level 2 WSET® wine testing certificate

Interests: Traveling, Zumba dancing, Chinese Traditional Medicine, Global health

Warfa Jibril

650 Jane Stanford Way, JMAC W157, Stanford CA 94305 · (412)-425-0901 · warfaj@gmail.com

Education

Stanford University Expected Graduation 2022

Masters of Business Administration

Venture Capital Club | BBSA | Tech & Entrepreneurship Club | Africa Business Club

Carnegie Mellon University May 2017

B.S. Computer Science with Machine Learning minor; GPA 3.70/4.0

Teaching Assistant for *Concepts of Math* 2014 | Sigma Chi - Organized Charity Dodgeball and Rush Events | MOOC ML Research under Professor Emma Brunskill 2015

Work Experience

Cowboy Ventures, Intern July 2020 - Current

- Developed an automated sourcing pipeline and website for surfacing and assessing outbound leads
- Researched various investment deals and participated in due diligence for ongoing enterprise and data infrastructure investments

Google, Software Engineer July 2017 – July 2020

Software Engineer 4 July 2018 – July 2020

Software Engineer 3 July 2017 – July 2018

- Own (Tech Lead) RCS' main messaging backend server, processing over a billion monthly messages
- Managed Google RCS regionalization (Tech Lead)
    - Collaborated with Legal, Regulatory, and international reliability engineers to regionalize all messaging backend infrastructure
    - Created project plan from scratch to support client carriers in North America, Europe and Asia, increasing infrastructure support from legacy systems by 100x
- Collaborated with senior developers and third-party carrier teams to design and create automated reporting pipeline for carriers operating Google RCS
- Built out engineer focused metrics dashboards to monitor production systems
- Successfully petitioned for Mama Ibado (Kenyan elderly services charity) to become one of five organizations selected as Google Giving Sponsor recipient. Created a website and promoted charity through Google Café booths. Raised $12,000 (10% of Mama Ibado's operating budget), which fed 528 beneficiaries

Twilio, Software Engineering Intern May 2016 - August 2016

- Designed an anonymization pipeline to facilitate analysis of user data; Supported Data team in scaling up their analytics pipeline

Twitter, Software Engineering Intern May 2015 - August 2015

- Analyzed tweet data and trained machine learning models for Twitter's *While You Were Away* feature
- Ran large scale pipelines to extract tweet data and pitched new ML features for predicting likes on Timeline

Additional

Mama Ibado Kenyan Charity (Newsletter Editor, medical camp facilitator, Sponsor for Google Giving Drive) | Muay Thai enthusiast | Enjoy existential fiction and science fiction, skiing, and cooking

PATRICK L. JOHNSON

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EXPERIENCE

Boston Consulting Group (BCG) Melbourne, VIC, Australia & Boston, MA, USA

Principal Aug 2020 – Aug 2021

- Founded BCG's global Digital Identity Topic Group, and supported 2 Digital Identity projects worth ~$2m to sell
- Led digital program on network optimization modelling for building materials company, identifying +$80m EBITDA
- Selected for 2020 Apprenticeship Award for best BCG leader in people development in Australia & New Zealand

Project Leader Aug 2018 – Aug 2020

- Led strategy to launch Digital Identity venture (est. revenue ~$0.5b) for Australia's largest banks (80% market share)
- Led Digital Identity strategy & coordinated 5 consultancies for US Postal Service, establishing 5yr roadmap to $1b+ rev.
- Led Digital Identity sales pitch for US Postal Service to another federal agency, leading to $100m contract for new service
- Led small business strategy for US Postal Service, identifying potential to increase market share from $16b to $19b
- Selected for BCG's 2019 Global Ambassador program for experience in a global position in Boston

Consultant Aug 2015 – Aug 2018

- Defined market opp. and financial model to launch $70m rev. Digital Identity product for Australia Post (in market today)
- Ethnographic research and agile delivery to develop a Digital Identity strategy and product options for Australia Post
- Estimated the size of Australia's Digital Identity market at $11b, with analysis published in national newspaper
- Reviewed family-based welfare payments for the Australian Federal Govt., identifying ~$50m in annual savings
- Selected as cohort lead for the Junior Consultant cohort across BCG Australia & New Zealand

BHP *(largest global mining company)* Perth, WA, Australia

Strategy Analyst (Iron Ore – Directional Studies – Growth Strategy) Sept 2012 – Feb 2014

- Coordinated engineering and optimization simulation for high-profile $5b pit-to-port supply chain expansion
- Assessed community health risks and developed mitigation strategies for operational dust (major enterprise risk)

Process Engineer (Iron Ore – Mining Area C – Fixed Plant Processing) Feb 2014 – Jul 2015

- Led optimization project for train loadout, allowing additional 2t per rail wagon (~$100m extra product moved p.a.)

ADDITIONAL EXPERIENCE

Lockheed Martin – Computer Systems Engineer (intern) Nov 2010 – Mar 2011

H&R Block – Tax Consultant (part time) Jul 2010 – Sep 2012

EDUCATION

Stanford Graduate School of Business *(in progress)* Stanford, CA, USA

Master of Science in Management (STEM), 3-year U.S. Work Authorization (OPT) Jul 2021 - Jun 2022

The University of Adelaide Adelaide, SA, Australia

Bachelor of Engineering (Electrical & Electronic) with First Class Honors Feb 2007 - Jul 2012

Bachelor of Finance

- GPA: 6.925 / 7.0
- Awarded 2013 University Medal (top 18 graduates out of ~6000)

Brighton Secondary School Adelaide, SA, Australia

Graduated in 2006 with University Entrance Ranking 99.95/100 (highest possible ranking) Jan 2002 - Nov 2006

- Awarded Dux of School 2006 (ranked 1/250)
- Awarded Lord Florey Student Prize 2007 (top 500 students in Australia out of ~180,000)

SKILLS AND INTERESTS

Executive strategy & decision-making: 6 years in top tier strategy consulting, partnering with, and advising executives
Accomplished team leader: 3+ years' experience leading teams, winning awards for people development
Agile project management: Holder of Professional Scrum Product Owner Certification (PSPO) from Scrum.Org
Interests: Socio-economic status diversity in business, Cricket (20yr player), Fitness (competitive stair-climbing, cycling)

Bryan C. Jones

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EDUCATION

Stanford University Graduate School of Business **Palo Alto, CA (Sep 2020 – Jun 2022)**
Masters of Business Administration (Expected)

Williams College **Williamstown, MA (Sep 2012 – Jun 2016)**
*Bachelor of Arts in **Statistics** and **Economics**, Cum Laude*
Robert M. Kozelka Award (highest performing Statistics student)

WORK EXPERIENCE

Check Technologies **San Francisco, CA (Jun – Aug 2020)**
Head of Business Operations
First business hire at software startup that provides infrastructure for payroll products. Backed by Index Ventures & Thrive.

- Negotiated final terms to sign first large vertical SaaS customer & kicked off payroll product implementation
- Created sales strategy & prioritized market map of 200+ prospects across vertical SaaS, HRIS, & accounting platforms
- Led outreach & pre-sales engagements w/ vertical SaaS & HRIS CEOs; Developed product overviews & pricing strategy
- Established process for monthly finance reviews & billing; Implemented tools for tracking product line profitability

Zume **Mountain View, CA (Apr 2018 – Apr 2020)**
Multiple Roles
Zume is a multi-product food-tech business backed by Softbank, Maveron, SignalFire, and others. Food Truck Leasing Business Unit shut down in spring 2020 due to issues related to COVID-19. Progressive roles include:

- **Food Truck Leasing Business (Zume Forward) - Senior Manager, Commercialization** *(Sep 2019 – Apr 2020)*
  - Led sales strategy, account mgmt., and hardware roadmap for reconfigurable food truck product line
  - Restructured service offering to grow contract revenue from $0 to $400K+ for SMB & Strategic Verticals
  - Partnered with Head of Sales to negotiate and sign pilot w/ major food delivery marketplace
- **Delivery Pizza Business (Zume Pizza) - Senior Manager, BizOps & Strategy** *(Sep 2018 – Sep 2019)*
  - Built and managed 3-person operations & analytics team for 10-unit digital-only delivery pizza brand
  - Implemented tools for sales & operations planning, product analytics/operations, and marketing analytics
  - Piloted and launched new processes that decreased waste by 50% & increased customer NPS by 30 pts
- **Delivery Pizza Business (Zume Pizza) - Operations Manager** *(Apr 2018 – Aug 2018)*
  - Managed launch of 8 new food trucks/markets; Led projects across product, support, marketing, and fleet
  - Launched features to decrease late deliveries by 50% and decrease "click to deliver" by 20% as interim PM

Bain & Company **Boston, MA (Oct 2016 – Apr 2018; Jun – Aug 2015)**
***Associate Consultant**; Associate Consultant Intern*
Rated in top tier of class of 45; Supervised multiple first-year associate consultants; Select projects include:

- **Private Equity Group –** Conducted 8 commercial due diligences across technology, industrials, and consumer; Administered customer surveys, developed market forecast models, evaluated pricing, conducted primary research
- **Retail Labor & Technology Strategy**, *Grocery Co.* – Developed roadmap for investments in retail automation for major grocery retailer based on technology landscape, market trends, and internal cost pressures
- **Customer Acquisition & Engagement Strategy**, *Retail Co.* – Redesigned new customer marketing & offer structure to drive $160MM incremental annual revenue; Optimized acquisition spend based on customer LTVs by channel

SKILLS, COMMUNITY, AND INTERESTS

Skills: Proficient in Python, R, Alteryx, Tableau; Working knowledge of ETL mgmt., Snowflake, SQL & Looker

Community: Built 501(c)(3) non-profit (Kinetic Global) with 125 members across 7 colleges to support students to design & implement social impact initiatives in their communities through a network of advisors, peers, and resources; Won 1st prize at Williams College Biz Plan Challenge ($15K seed funding); Split into independent campus-level orgs in 2019 (2013 - 2019)

Interests: Skiing; Wakeboarding; Voraciously listening to audiobooks; Developing/advising startup biz plans

CAROLINE JUNG

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

STANFORD UNIVERSITY Stanford, CA
B.S. Product Design Engineering 2014

Experience

MINTED San Francisco, CA
Online marketplace for art, design, and custom products, all crowd-sourced from a global community of artists
Senior Manager, Art Business Operations, Strategy, & Merchandising 2019 - 2020

- Led cross-functional team to achieve double-digit growth for the Art business. More than quadrupled revenue over 5 years through product development and channel expansion (from direct-to-consumer to wholesale).
- Key creator of annual strategic plan to drive growth in $20 Art line of business. Identified revenue potential of key projects and resources needed.
- Drove Art customer research for wholesale expansion: led customer focus group, developed surveys.
- Selected by CEO for new management training program. Youngest of 15 selected from all company managers.

Senior Manager, Art Merchandising 2018 - 2019

- Developed and executed merchandising strategy for Art partnership with Target. Assisted in implementing new overseas supply chain, enabling future potential wholesale opportunities and Art brand expansion.
- Grew Art assortment by 1,000 new pieces across online and wholesale channels. New Fine Art assortment productivity (sales/SKU) was >2X that of remaining assortment, driving majority of growth for online channel.

Manager, Art Merchandising 2017 - 2018

- Designed program to enable large format products by creating high-resolution files of original art. Implemented operational processes. Program had 89% good/excellent ratings from artists in first year.
- Partnered with engineering to launch new large-scale products including canvas art and wall murals.
- Screened prospective new hires as youngest selected member of small "Culture & Values" interview team.

Associate Manager, Art Merchandising 2014 - 2017

- Raised Art average transaction value (+25% in 2015, 2016) by launching premium mounting/framing options.
- Sourced artwork for new partners (PBK, Domino) and new retail store (Art was top-performing category).
- Won Company Hackathon: team of 5 designed & built Art recommendation tool based on machine learning.
- Launched new program allowing customers to commission original works from artists.
- Launched new art styling service and trained (and helped recruit) first 4 stylists for the program.

LEARNSTREET San Francisco, CA
Early stage start-up teaching children how to code.
Design Intern 2013

- Designed and implemented UX for website and new games teaching children how to code.

DISNEY (Disney Interactive Media Group) Palo Alto, CA
Design Intern 2012

- Developed rapid UX prototypes for several game ideas. Focused on engagement and monetization strategies.

Additional

- Mentor for the Athenian School's Entrepreneurship Program: coached two young women on their project to engage teens in the democratic process via an online platform.
- Judge for University of Delaware's Annual Entrepreneurship Competition. Evaluated student business and social venture pitches for the annual Northern California regional competition.

MONIKA JUZWIAK

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate (GMAT: 750) — 2022
Activities: Arbuckle Leadership Fellow, Women in Management, Tech Club

Rutgers, The State University of New Jersey – Rutgers Business School — New Brunswick, NJ
Bachelor of Science in Accounting; Bachelor of Arts in Mathematics; Minor in French — 2016
Cumulative GPA: 3.94
Academic Distinctions: Rutgers Presidential Scholarship Recipient; Matthew Leydt Society (ranked top 2%)

PROFESSIONAL EXPERIENCE

The Dopple — New York, NY
MBA Intern, Business Operations — June 2021-August 2021

- **Operations:** Led day-to-day efforts updating ops KPI dashboard, running daily stand-up calls with warehouse team, modeling future need for packaging materials, purchasing new supplies, and making progress on long-term projects including move to larger warehouse space, setup for photoshoots, and donation of damaged goods
- **Gifting Service Launch:** Project-managed the new gifting service set to launch in the fall by following up with cross-functional teams and making recommendations for various packaging options
- **Customer Experience:** Presented customer sentiment analysis based on post-purchase survey results, user interviews, and customer data. Proposed solutions for customer retention and changes to survey and metrics

KPMG LLP — New York, NY
Senior Associate, Corporate Strategy — 2018-2020
Associate, Corporate Strategy — 2017-2018
Rotational Associate, Deal Advisory — 2016-2017

- **Product Innovation:** Identified areas of improvement and developed plan of action for leading audio equipment manufacturer to improve its go-to-market strategy. Performed 30+ employee and expert interviews across functions to analyze current practices and facilitated workshops to set new processes into place
- **Data Analytics:** Analyzed historic sales data for 10+ projects to deliver business insights to clients via visualizations which included price, cost, and margin data by product and customer
- **Platform Demos:** Tested successful online and subscription-based sales platforms to suggest new e-commerce sales channel for global consumer packaged goods company
- **Digital Transformation:** Recommended approach to build out direct-to-consumer capabilities to aid in company's newly adopted digital transformation strategy and created forward-looking financial model to articulate its growth and market share potential
- **Operations:** Developed comprehensive operating model for proposed digital sales channel which considered impact across the sales, marketing, IT, and logistics teams
- **Pricing:** Owned analysis of various pricing value levers in order to realize over $4M in additional revenue for automotive parts manufacturer by calculating in-year value and potential run rate for price increases related to service parts and post-production engineering changes
- **Internal Tool Development:** Co-developed KPMG Strategy's internal pricing effort by creating pricing capability diagnostic tool and pricing maturity assessment survey, as well as standardized templates and reference documents, to provide clients with preliminary "size of the prize" calculation based on recommended improvements to their pricing functions
- **Global Streaming:** Created model to represent global streaming video on demand (SVoD) market opportunity across 20+ countries and their top platforms. Analyzed potential impact of COVID-19 on streaming activity

SKILLS & INTERESTS

- Certified Public Accountant (NY), PowerPoint, Excel, Visio, Alteryx, Tableau
- Fluent in Polish, Conversational in French
- Enjoy Photography, Traveling, Reading, Journaling, Running, Skiing

ROBERTO ENRIQUE KAFATI

Torre Ejecutiva Sta. Mónica Norte, 6to Piso, San Pedro Sula, Honduras · M: +1(305) 323-3300 · rkafati.santos@gmail.com

EDUCATION

Dartmouth College, Hanover, NH **June 2018**
Bachelor of Arts, Double Major in Economics and Government | Honors: Cum Laude, Gamma Sigma Alpha Honors Society | GPA 3.7/4.0
London School of Economics, London, United Kingdom **Fall 2016**
Elite Study Abroad Program focused on Economics and Government | GPA: 3.6/4.0
Escuela Internacional Sampedrana High School, San Pedro Sula, Honduras **June 2014**
American High School Diploma (Accredited by SACS) | Honor Roll, Principal's List, and Optimus Bulldog Award
Wharton Leadership in the Business World Program, Philadelphia, PA **Summer 2013**
Culver Military Summer Camp, Indiana, USA **Summers 2010, 2011, 2012**
Graduated as a high-ranking naval officer with multiple awards

PROFESSIONAL EXPERIENCE

McKinsey & Company, *Business Analyst***,** Panama City, Panama **February 2019 – Present**

- Led the Payments Division's transformation for a country's largest bank's (+200M USD net profit per annum) turn-around, McKinsey's largest project and oldest continuous client in Latin America, and created a strategy that the client and our team estimate will have an impact of +50M USD net profit in 3 years
- Developed a pricing strategy related to debit card, ACH, checks, ATM, and digital transactions (txs) for a country's largest payment processor that will generate an additional 50% of profit in debit card processing in 3 years by leveraging advanced analytics on +400 million data points and between 50% and 100% of net profit in 1 year on ATM, ACH and Checks based on +100 million data points
  - Migrated the actual merchant discount rate (MDR) away from a fixed-fee scheme to a percentage fee based on international standards that encourage cash-less migration (merchants are more willing to accept debit cards as payment methods for small txs)
  - Structured the distribution of the MDR between acquirers and issuers based on interchange fee model to streamline payment processing fees
  - Designed a country's interchange rules and discriminated among 27 variations based on merchant category and known risk
  - Defined the processing journey of a check to determine the true opportunity cost of each check processed and discovered that the processor's current pricing was not sufficient to cover the unit economics of each check processed (only accounted for ~70% of cost)
  - Developed distinctive volume-tiered-pricing strategies for, regular and irregular, checks and ACH txs to incentivize banks with larger processing volumes, behavior that reduces operational costs/manual processes, and cash-less migration by promoting ACH vs. Checks
  - Modeled net impact for our client and each of the 57 banks by running all previous year's millions of txs under the new rules
  - Presented along with the Partner to our client and the 10 largest banks and adjusted the rules to their satisfaction
- Participated in the IT transformation of a country's state-owned bank responsible for all of the government accounts and was responsible for 5 major decisions
  - Reduced software dependency on single provider for any development, generating a 7-figure USD savings per annum in OPEX
  - Consolidated server and data center specification requirements to provide a strategy to acquire and lease future assets as needed
  - Adjusted and pushed the server and data center recommendation's approval, representing a mid 8-figure USD investment
- Led the financial management and new business workstreams in a due diligence for a country's largest retail corporation in half the time
  - Integrated the financial statements of the 4 business units for the first time and discovered that ~10% of the retailer's inventory was missing, which had financial implications as the inventory was collateral for loans and improved the impact of our implementation
  - Analyzed the financial statements against external and internal benchmarks and found potential to liberate +50 million USD in working capital
- Prepared and integrated within a week a data-base of 300 million information points for the strategic re-segmentation of businesses under small and medium enterprises to increase profitability based on improved product offering targeting

McKinsey & Company, *Business Analyst Summer Intern,* Bogota, Colombia **June 2017 – August 2017**

- Became an expert at digital greenfield projects, end-to-end fintech platforms, blockchain, and digital innovations
- Participated in the development of a state-of-the-art digital insurance end-to-end platform

Cerveceria Hondureña, Subsidiary of SAB Miller, *Product Development and Market Strategy Intern,* S.P.S, Honduras **June 2015 – August 2017**

- Participated in the development of market strategy by performing price elasticity analysis of beer market to solidify dominant market share position amid artificial price war as well as leveraging the cooling infrastructure provided by the soda branch
- Conducted extensive research in the company's brands and competitor's advertisement expenditures to improve efficiency and suggested changes in beer packaging and diversifying soda-container size based on experiences abroad to increase sells

LEADERSHIP & SERVICE

McKinsey & Company*, Business Analyst*, **Feb. 2019 - Present**

- Worked with the leadership on sourcing prospective clients in the region and provided suggestions in expansion Panama City, Panama
- Dedicated +20 hours to mentor 6 prospective recruits for McKinsey Panama (4 were successful)
- Created the Key-Note and the Technology in Financial Services presentations for office's first Digital Day, a gathering of +200 C-Level clients and prospects
- Developed the Technology in Financial Services presentation for McKinsey's Digital Day in Panama
- Codified knowledge from Payments and Retail engagements that were published in McKinsey's Knowledge database that have been used +100 times in 4 countries to replicate portions of my previous engagements and have garnered commendations from Partners

Latin American Student Association at Dartmouth, *Co-Founder, Director, and President* **Sept. 2015 – Jan. 2018**

- Initiated an organization to host events to strengthen the Latin American community at Dartmouth College Hanover, NH, USA
- Worked along with faculty and staff to strengthen and maximize the efficiency of foreign recruitment programs

Fundación Esperanza por Honduras, *Co-Founder, Secretary, and Member of the Board of Trustees* **June 2012 – June 2016**

- Raised over $300,000 to improve the education of thousands through infrastructure, basic needs, and school supplies San Pedro Sula, Honduras

HACIA Democracy Debate Club *Co-Founder and President* **Sept 2011 – June 2014**

- Founded a student-run platform to discuss regional political issues, which is now a world-renowned debate team San Pedro Sula, Honduras

Knowledge Bowl *Captain and Designated Math Lead* **Sept 2010 – June 2014**

- Led the team through multiple championships at national and regional levels San Pedro Sula, Honduras

Fundación Ruth Paz, *Co-Founder, President and Volunteer of the Non-Profit Organization Youth Branch* **June 2010 - Present**

- Organized support/logistics for international medical brigades focused on cleft lip, burns, and hearing aids, assisting on average 1500 patients each

SKILLS & INTERESTS

Languages: English and Spanish **Technical:** Blockchain, Microsoft Excel, Word, PowerPoint, Stata, Coding (Python, C++, GoLang and Java)
Non-Technical Skills: Debate/Public Speaking (Dale Carnegie), Red Cross First-Aid Certified **Interests:** Certified US Sailor, Experienced in Fishing, Recreational Tennis, Flying Drones, PADI Scuba-Diver, Skiing

ALY KASSIM-LAKHA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, Pennsylvania **May 2015**
Bachelor of Science, Economics — *Cum Laude;* GPA; 3.6/4.0

- **Concentrations:** Finance, Legal Studies & Business Ethics, Management
- **Honors:** Dean's List, Phi Kappa Psi's *Gentlemen, Leader and Innovator* Scholarship
- **Leadership:** *Penn Venture Capital Fund*, Co-Chair (2013-2015); *Founders' Club for Startups*, Co-Chair, (2013-2015); *Small Business Development Center*, Consultant (2011-2013); *Wharton Undergraduate Finance Club*, Class of 2015 Representative (2011-2012)

PROFESSIONAL EXPERIENCE

ADVENT INTERNATIONAL, Boston, Massachusetts **July 2017 – Present**
Associate, Private Equity — Industrials

- Global private equity fund investing $17.5B in control buyouts
- Selected experiences include:

$3.3B acquisition of Waukesha, General Electric's Distributed Power Division, renamed "INNIO" (Closed Nov-2018)

- INNIO sells engines used for power generation and gas compression
- *Post-Acquisition.* Spent 6 months 100% onsite with newly appointed CEO to execute operational turnaround resulting in 142% increase in production. Initiatives included: (1) overseeing development of new manufacturing facility in Welland, Canada ($250M investment); (2) renegotiating union contract for employees at legacy facility in Waukesha, Wisconsin; (3) re-planning operations across both Waukesha and Welland facilities
- *Pre-Acquisition.* Led market and operations diligence, managing 20-person advisor team and $1M budget to develop business plan supporting $80M in earnings growth over 5 years. Negotiated agreement to bring former company President out of retirement to support plan development

$1.7B acquisition of Aerospace & Defense Components Manufacturer (Final Bid)

- Family-owned maker of parts used in commercial and military airplanes, including Boeing 737 and Lockheed F-35
- *Pre-Acquisition.* Led market and operations diligence, managing 15-person advisor team and $500K budget to develop business plan supporting $93M in earnings growth over 5 years

GOLDMAN, SACHS & CO., San Francisco, California **July 2015 – June 2017**
Analyst, Investment Banking — Industrials, Healthcare, and Technology, Media and Telecommunications

- Selected experiences include:

$2.0B in equity and debt financings for Tesla, Inc.

- Worked with Tesla CFO over 1.5 years to raise $2.0B in capital to support the development and launch of Tesla's Model 3 vehicle. Built forecast model used by Tesla to assess the timing and size of cash needs to grow the business

$8.8B sale of Plum Creek Timber to Weyerhaeuser Company

- Goldman Sachs served as lead advisor to Plum Creek. Largest transaction recorded within the timberlands industry to date, creating a combined $30B enterprise value company at deal close
- Worked with CFO to build Plum Creek's forecast model, including merger model, discounted cash flow, and market multiples analyses. Analysis presented to Plum Creek's Board of Directors to determine fairness of Weyerhaeuser's acquisition offers

Internships: Goldman, Sachs & Co., Los Angeles (Summer 2014); SeventySix Capital, Philadelphia (Summer 2013)

LEADERSHIP & VOLUNTEER EXPERIENCE

Professional Leadership: *Advent Sophomore Internship Program,* Co-Head (2018 - present); *Advent Global Associate Training,* Co-Head (2017 - present); *Advent Associate Mentorship Program,* Head (2017 - present); *Advent Social Committee,* Head (2017 - present); *Sponsors for Educational Opportunity,* Team Member (2017 - present)

Community Leadership: *Post-University Preparedness Program,* Founder (2018 - present); *Boston Ismaili Community* - Board member managing finances; Service leader; Saturday School instructor for grades 3 & 4 (2018 - present); *Top Schools Mentorship Program,* Founder (2015 - present)

ADDITIONAL INFORMATION

Honors: Canada's Top 20 under 20 for Outstanding Business Leadership (2010). **Interests:** Hockey (Toronto Maple Leafs), Monopoly, NY Times editorials (favorite: David Brooks), mindfulness, magic, B&J's Choco Chip Cookie Dough

VEENA KATRAGADDA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- *Arbuckle Leadership Fellow*
- *GSB Impact Fund, Investor in the Justice issue area ('20-'21)*
- *WIM (Women in Management) Leadership Team Member*
- *Student Association Diversity Committee Member*

UNIVERSITY OF MICHIGAN, STEPHEN M. ROSS SCHOOL OF BUSINESS Ann Arbor, MI
Bachelor of Business Administration, Minor in Writing 2015

Experience

BABY ELEPHANT GROUP (Cambodia-based Social Venture) Siem Reap, Cambodia
Strategy Intern 2021

- Created an international expansion strategy for a skincare product line; expected to generate revenue to sustain the organization during the COVID-19 pandemic
- Revised a branding strategy to establish a new brand architecture for the group and its various businesses
- Established a 5-10 year product strategy that will highlight future opportunities for the skincare product line

SOCIAL FINANCE (Impact Investing & Advisory Non-Profit) Boston, MA
Summer Associate 2021

- Modeled potential outcome payments for social investment project; resulted in expected investment payments
- Led analysis of investment performance data and conducted a series of qualitative interviews to assess the impact of a $5.1M investment project for veterans; summarized findings in the organization's first report of its kind
- Conducted a landscape analysis of state recovery housing; findings will help identify key housing partners for an outcomes-based contract (where payment is tied to social outcomes) with a state corrections department

TARGET CORPORATION Minneapolis, MN
Program Manager - Business Integration, Corporate Responsibility 2018 – 2020

- Strategized, designed and managed implementation of new business strategies and models that incorporated various sustainable raw material, human rights, water stewardship and waste priorities; results ensured public commitments were met, sustained short and long term business performance, protected brand reputation
- Collaborated with various internal business functions, senior leaders and external stakeholders to co-create solutions, gain needed alignment on action for critical business and social impact/sustainability opportunities
- Led and managed the creation of Target's first public facing human rights statement which established an enterprise position, approach, and governance structure for human rights issues
- Conducted systems-mapping and managed critical internal business and external NGO/stakeholder relationships
- Developed Target's first metrics & evaluation portfolio to effectively manage water stewardship efforts
- Evaluated and funded various strategic philanthropy projects to help meet public sustainability goals
- Created and co-led Target's first Gen Z/Young Millennial advisory board - identified the need for a decision making structure that connected younger employees to senior executives; pitched idea and received approval; accelerated innovation by influencing 40+ strategies centered around attracting future consumers

Product Marketing Analyst (Loyalty Analyst), Cartwheel App 2015 – 2017

- Strategized and executed paid acquisition/retention campaigns across mobile channels; managed multimillion dollar budget, increased user activity rate by 15%, and achieved 3x return on ad spend
- Collaborated with cross-functional product team of merchants, data scientists, engineers, owners to develop, test and implement growth strategies; worked with enterprise marketers to execute wider brand campaign moments
- Developed/executed numerous strategies across email, digital media and push notification channels to accelerate user base growth/retention; grew user base from 17 to 37 + million and increased monthly active user rate by 28%
- Introduced weekly cross-channel reporting to analyze influence of paid/non-paid activities on app acquisition and retention, resulted in recommendations for campaign strategies

Additional

- Conversant in Spanish and Telugu
- Board Member & Co-Chair of Marketing Committee for International Child Care USA (501c3 focused on providing healthcare for children and families in Haiti)
- Enjoy writing, traveling, reading and solving jigsaw puzzles

ANTONIE KATSCHER
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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA, USA
Master of Business Administration Candidate 2020 - 2022
- CFO and Co-President of Latin America Student Association
- Stanford Women on Boards Associate (Board Match Committee)
- Member of Private Equity, Finance & Investment, and Women in Management Clubs

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE Santiago, Chile
Masters in Engineering Sciences 2017
- Graduated with maximum distinction

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE Santiago, Chile
Industrial Engineering 2017
- Graduated top 15% of class; Minors: Mathematical Engineering, International Relations

EXPERIENCE

Actis Mexico City, Mexico
Largest emerging markets private equity firm with over $19 billion raised to date and investments across Latin America, Asia, and Africa
Summer Associate – Energy & Infrastructure Summer 2021
- Evaluated a potential $350 million investment in the battery storage space in the United States. Assisted team in drafting investment memorandum, reviewing financial model and performing overall sector due diligence
- Performed deep dive into Mexican telecom space, a new sector for Actis, and prepared teach-in materials

Dila Capital Stanford, CA, USA
External Advisor November 2020 – January 2021
- Co-led strategic advisory project evaluating investment thesis and value creation potential of select portfolio companies

Tyndall Group Santiago, Chile
M&A Latin American boutique founded by former directors of JP Morgan Investment Banking division
Investment Banking Associate 2018 – 2020
Investment Banking Analyst 2016 – 2018
- Experience in +10 M&A transactions (+US$3bn) in Latin America across Oil & Gas, Cybersecurity, Casinos & Gaming, and Aquaculture industries, among others
- Involved in all aspects of transaction execution, including conducting in-depth financial modeling and analysis, preparing marketing materials, and coordinating due diligence efforts
- Led financial analysis and due diligence process pertaining to one of Tyndall Group's first proprietary investments. Actively collaborated in designing and executing target company's national expansion plan; instituted KPIs and prepared weekly KPI-tracking tool; engaged in monthly Board Meetings; provided ongoing support to management team
- Spearheaded recruiting efforts, doubling analysts at firm. Proactively designed structured process and organized events in 2018 and 2019

Select transaction experience:
Financial reorganization process of Latin American casino operator Enjoy
- Advised Chilean casino operator Enjoy during financial reorganization process (Chapter 11 equivalent), analyzing short to medium term cash generating capacity, managing relationships and flow of information towards stakeholders and part of team that led negotiations with creditors to arrive at Judicial Reorganization Agreement

Sale of Distribuidora Andina de Combustibles (DAC, former ExxonMobil de Colombia) to Corporación PRIMAX (+US$230mm transaction)
- Travelled on weekly basis to Colombia to coordinate and participate in management presentations, lead site visits and due diligence. Responsible for (i) lubricant business division during transaction process and (ii) post-purchase price adjustment

Advisor to leading Chilean Oil & Gas company in potential green-field project (US$400mm)
- Analyzed financial and strategic considerations of project, contacting and managing relations with potential co-investors, coordinating with outside legal counsel and leading due diligence process

ADDITIONAL

Languages: Fluent in Spanish (native) and English. Intermediate German | Interests: enjoy running, reading and traveling (lived 6 years in Peru, 3 in Venezuela) | Other: *Ad-honorem* teacher to last-year engineering students taking capstone Project Evaluation course in the Pontificia Universidad Católica de Chile School of Engineering; Volunteer work with Co-Emprende, Chilean non-profit organization that provides support and guidance to small businesses located in vulnerable sectors of Santiago, Chile

DIEGO KAULEN

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA Candidate 2022
- Fintech, Entrepreneurship, Search Fund and Golf Clubs

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE Santiago, Chile
MS, Electrical Engineering 2015
- *Summa Cum Laude* (equivalent), GPA: 6.6/7.0

BS, Industrial Engineering with major in Electrical Engineering 2013
- Ranked 5 out of 544 (top 1%), GPA: 6.2/7.0; 2009, 2011: honored for highest GPA in engineering
- University of Melbourne, Australia, Exchange program (2013)

Experience

SOUTHERN CROSS GROUP (SCG) Santiago, Chile
LatAm-dedicated Private Equity fund established in 1998. Has raised ~$3.5bn
Private Equity Advisor 2018 – 2020
- Led products portfolio expansion of major lubricant player to achieve business turnaround (EBITDA > 0), by (i) developing business relationships with regional managers, (ii) spearheading technical and business analysts, (iii) producing business plan presentations and (iv) computing deal economics
- Analyzed and implemented convenience store integration with third-party food chains to enlarge product portfolio, attain operational efficiencies and achieve a potential revenue increase of ~30%
- Evaluated portfolio companies' exit strategies, developing analyses to discuss timing and alternatives. Directed monthly steering committees with top executives of portfolio companies and directors
- Designed and executed construction of financial model for fund's largest portfolio company and each subsidiary, interviewing 10+ division leaders to structure growth drivers while overseeing one business development analyst. Presented 5-year projection results to CEO and SCG directors

MINISTRY OF THE GENERAL SECRETARY OF THE PRESIDENCY Santiago, Chile
Advisor 2018
- Oversaw fulfillment of the 2018 – 2022 Government Plan for three ministries: Family and Social Development, Transportation and Sports. Interdisciplinary meetings with Ministers, Undersecretaries, and advisors to follow up on progress and input the President's view on design of certain key initiatives
- Advised team designing and executing government-core (i) infancy protection initiatives (impacting most Chilean low- and middle-income families) and (ii) middle-class social protection network

TYNDALL GROUP Santiago, Chile
Local independent financial institution focused on M&A advisory and alternative investment opportunities
Investment Banking Analyst 2015 – 2017
- Conducted financial analyses in four major closed transactions totaling $1.5bn in enterprise value, in power, real estate and automotive distribution sectors
- Oversaw team of two while coordinating 30+ due diligence teams, and preparing teasers, information memorandums and management presentations
- Performed 15+ valuation analyses with methodologies such as (i) discounted cash flows, (ii) dividend discount models, (iii) precedent comparable transactions and (iv) trading comparable companies
- Created "Welcome Pack" program, tool for introducing new analysts to valuation models and presentations. Trained one analyst using program, and improved tool based on experience

Additional

- Fluent in Spanish (native) and English
- Adjunct Associate Professor (2018 – 2019) – **Pontificia Universidad Católica de Chile**, taught "Introduction to Investment Banking" to 15 – 20 students.
- Mountaineering Enthusiast – Headed team in expeditions to Mt. Aconcagua and Patagonian Ice Fields
- Enjoy skiing, golf, travelling (have visited 35+ countries) and reading non-fiction books

ROBERT KEENE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA. 2020-2022
MBA Candidate, GMAT: 760
- Academic committee; Consulting, Future of Cities, Real Estate, and Future of Mobility clubs.

UNIVERSITY OF CALIFORNIA, BERKELEY Berkeley, CA. 2012-2013
MS in Structural Engineering Mechanics and Materials, GPA: 3.84/4.0
- Research focus in life-cycle cost analysis, efficient construction in developing nations.

TUFTS UNIVERSITY Medford, MA. 2008-2012
BS in Civil Engineering, GPA: 3.85/4.0, summa cum laude
- Research focus in sustainable construction materials, carbon capture.

Experience

SIMPSON GUMPERTZ & HEGER (*Leading international engineering consulting firm)*

Senior Consulting Engineer San Francisco, CA. 2018-2020
- *Growth*: Headed expansion of product development and infrastructure division to SF office. Beat local revenue targets and projected internal KPIs by 2-3x. Devised and implemented new project feedback framework.
- *Strategy*: Developed long-term business plans in climate resiliency and AI/ML market areas, presented to C-suite.
- *Innovation*: Drove re-design of internal training for all technical hires company-wide, 60% improvement in reviews.
- *Capital Project Efficiency*: Reduced construction time by 3 months for $5B sports venue through design of novel $18M earthquake safety system. Led cross-functional team of 30 across supply chain from concept through installation.
- *Product Development*: Generated 15% reduction in cost and 75% improvement in performance for recycled plastic product entering $150M agricultural market through market research, prototype design, and iterative testing.
- *Litigation and Mediation*: Investigated high-profile failure closing $2B Salesforce Transit Center. Determined root cause and evaluated repair for rapid re-opening. Media coverage in SF Chronicle, NY Times, and others.

Consulting Engineer Boston, MA. 2013-2018
(Promoted from Associate and Project Consultant at top of peer group)
- *Government Regulation*: Extended operating life of nuclear power plant 15 years by quantifying impact of observed degradation. Presented methodology to US NRC and DOE for approval, adopted as new standard practice.
- *Renewable Energy Development*: Optimization to increase service life and ROI of offshore wind turbines by 10%.
- *Asset Management*: 2x design life of new bridge structures for state Department of Transportation based on field investigations, data analysis, and stakeholder interviews. Presented report on national webinar with >500 attendees.
- *International Operations*: On-site safety evaluation of tunnel at gold mine in Suriname. Recommended inspection and monitoring program to allow continuous operation given production requirements and available local expertise.
- *Data Analysis*: Led a team of 7 expanding internal probabilistic analysis capabilities, 3x implementation across firm.

TOWN OF ACTON (*Elected board overseeing municipal energy usage)* Acton, MA. 2011-2012
Energy Consultant
- Built comprehensive energy profile for infrastructure portfolio across governing agencies. Identified capital upgrades and facilities management improvements to reduce infrastructure carbon footprint by 30%.

THE RISE GROUP (*Strategic capital planning and implementation for non-profit institutions)* Boston, MA. 2010-2010
Project Manager
- Developed automated schedule tracking tool, increased reporting among sub-contractors by 60%.

Additional

Registrations/Licenses:	Professional Engineer (PE) in CA, Structural Engineer (SE) in MA, LEED Green Associate
Relevant Software:	Proficient in Python, Visual Basic, Matlab, Abaqus, Revit, Solidworks, Office, etc.
Community Service:	Engineers Alliance for the Arts, Carroll Center for the Blind, Big Brother
Interests:	Backcountry skiing, spikeball, soccer, bicycle repair/recycling, dual US/UK citizen

CEDRIC KEMAYOU

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EXPERIENCE

BMW Automotive Group Munich, Germany

Head of Processes and Tools for Autonomous Driving Software Development 2019 - 2021

- Created and managed new unit, of 15 experts (direct reports) and oversaw a budget of $5m. per year.
- Defined tools and process strategy and implementation for Business Unit (1000+ developers) and established best-in-class systems, organizational structures, and governance models for the department.
- Drove successful execution of operations and assessments, ensuring process adherence with safety, quality standards, and regulations, incl. ISO 26262 compliance for 400+ tools.
- Implemented process definition and rollout program to achieve Automotive SPICE (ISO/IEC 15504) Level 1 compliance (incl. the design, development, maintenance, and testing of all software systems) in under 6 months.

Product Manager, Autonomous Driving and Electronics for a Manufacturing Joint Venture in China 2019

- Promoted to Product Manager to lead Joint Venture creation activities with Chinese OEMs for next Mini electrical vehicle generation, in recognition of previous project successes, interpersonal skills, and technical abilities.
- Led cross-functional team (Chief Engineers, Program Managers, Sales Reps, etc.) on analysis and evaluation of partner competencies and technology in China, leading to shift in Board E/E- Strategy.
- Co-Led negotiations with Chinese partner for Automated Driving and Electronics Systems and Products.

Project Manager, Electrohydraulic Brakes by Wire Systems 2014 - 2019

- Led first implementation at BMW (2nd worldwide) and product development through an entire lifecycle, from concept to launch.
- leading to 3 product launches in 3 different BMW series, managed supplier relationships and development operations.
- Led a cross-functional team of 40+ people with a budget of $30m.

Team Lead, "Future Brake" & Project Manager, Regenerative Brake Controls for Hybrid Vehicles 2012 - 2014

- Led cross-functional team of 12 people to execute business evaluation of new braking technologies, leading Board decision to industrialize innovative Brake by Wire System with a footprint of $600m and $60m investment volume.
- Developed first energy-recovering Braking System for BMW Series 7 Plug-In Hybrid. Optimized concept to eliminate residual energy loss leading to an increase in vehicle electrical range.

System Engineer 2006 - 2012

- Planned and coordinated Communication Network Architecture Design and Requirements definition for all Driving Dynamics Components in BMW 1, 2, and 3 Series vehicles.
- Spearheaded delivery of electrical system design/requirements for all BMW X3 Series Driving Dynamics Components.
- Achieved cost reduction of ~ $3m by enabling high-power components through minimal changes in ECU designs to be directly connected to high frequency power source and reducing connector lengths.

EDUCATION

Stanford Graduate School of Business, *MS, Management, Sloan fellow,* Expected 2022 Stanford, CA

- One-year full time accelerated master's program for experienced leaders at Director/Executive Level
- Focus on Entrepreneurship and Class Liaison Officer for Center for Entrepreneurial Studies (CES)
- STEM M.S. in Management, 3-year U.S. Work Authorization (OPT)

University of Applied Sciences of Kaiserslautern *Engineering Degree, Electrical Engineering,* 2006 Kaiserslautern, Germany

- Diploma Grade (German Scale): 1,0 (Thesis); Cumulative Grade: 2,0

ADDITIONAL

- **Community Service:** Handicap International Germany's Board of Trustees 2010 - 2021 (Chairman 2012 – 2020)
- **Languages:** French (native); German (fluent); English (fluent); Spanish (basic)
- **Interest:** Product design/development and technology; stocks/forex trading; cooking Cameroonian-European cuisine

Adam Keppler

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Academic Committee, MBA Student Association & GSB Representative, Graduate Student Council

STANFORD GRADUATE SCHOOL OF ENGINEERING Stanford, CA
Masters of Science, Computer Science, Specialization in AI 2020
- Social Chair, Graduate Student Council
- Stanford AI Lab, Natural Language Processing Group

UNIVERSITY OF CALIFORNIA - DONALD BREN SCHOOL OF ENGINEERING Irvine, CA
Bachelor of Science, Information & Computer Science 2017
- Summa Cum Laude, Chancellor's Award of Distinction, Regents' Scholarship, Phi Beta Kappa
- Campuswide & Computer Science Honors, Rose Hills Foundation Stem Scholarship
- Justice, Associated Students of UCI Judicial Board

Experience

NVIDIA Santa Clara, CA
Architecture Intern June 2019 – September 2019, June 2020 – September 2020
- Optimized and streamlined a legacy software architecture decreasing runtime by 9.6x
- Devised and implemented a new test harness allowing simulation of custom GPU dataflows
- Fostered and facilitated adoption of new software architecture and test harness by 4+ teams
- Designed, programmed, and documented a performance test-plan for a new GPU component
- Collaborated with a global team on a variety of design & implementation tasks

Stanford School of Engineering and Stanford Center for Professional Development Stanford, CA
Head Course Assistant and Course Material Developer March 2020 – September 2020
- Managed a team of 11 Course Assistants (CAs) for a class of 245 students
- Coordinated with team to resolve unprecedented COVID-19 challenges and handle 27 special cases
- Pioneered new automated grading systems resulting in 3x improvement in assessment time
- Enhanced existing grading rubrics and formalized standards for evaluation of 11 assignments
- Delegated work on a weekly basis to 11 CAs to administer discussion forum, evaluation, and feedback

Quicksilver Software Irvine, CA
Lead Software Project Developer January 2017 – December 2017
- Led development of a cross-platform automated financial markets trading application in C++
- Created a roadmap of project deliverables and ensured deadlines were met ahead of schedule
- Elucidated project goals, formalized requirements, identified software architecture based on client's needs
- Conceived of an innovative ASCCI visualization of charts to render data from Financial Intuition's APIs
- Implemented data-structures and algorithms to enable analysis of financial markets
- Analyzed financial data through proprietary algorithms to generate and oversee live trades

Technical Skills

- **Languages:** C++, C, Python, VHDL, Bash, MIPS Assembly, Java, R
- **Deep Learning Tools:** PyTorch, AWS EC2
- **Operating Systems:** Windows, Linux, Mac, FreeRTOS, Chrome OS
- **Programming Environments:** Visual Studio, Terminal, Vivado, Altera ModelSim, Sigasi, LPCXpresso
- **Licenses:** FCC Licensed HAM Radio Technician Class, NAR & Tripoli L1 High-Power Rocketry Certified
- **Boards:** Embedded Artist LPC 4357 Developer's Kit, Basys 3 Artix-7 FPGA, Raspberry-Pi, Arduino
- **Virtualization Software:** VMware Workstation Pro, Virtual Box, Docker

Additional

- Volunteer Member of CoviDB Founding Launch Team 2020
- Completed UCI Nuclear Reactor Operator's Training Program 2017
- UCI Anthology Yearbook Photographer 2014 – 2016
- Avid International Traveler, Reader & Amateur Writer of Science Fiction and Fantasy

ADRIAN KERESTER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

MIDDLEBURY COLLEGE Middlebury, VT
Bachelor of Art, Art History; Concentrations in Economics & French 2015

- **Honors:** Summa Cum Laude; Christian A. Johnson award for best senior thesis in the Art History Department
- **Study Abroad:** Université Bordeaux-Montaigne (Spring 2014); course of study conducted in French
- **Activities:** Co-Chair, Student Friends of the College Art Museum; Peer Career Advisor, JV Soccer Member

Professional Experience

SWAT EQUITY PARTNERS New York, NY
A venture capital firm for emerging entrepreneurial consumer brands
MBA Summer Venture Capital Associate May 2020 – July 2020

- Led due diligence for several potential investments; closed follow-on investment for existing portfolio company
- Managed active deal pipeline: leveraged network to source new deals, led conversations with founders
- Led market analysis and developed content for the firm's Fund II fundraising effort, targeting $75M

DELOITTE CONSULTING LLP, Customer & Marketing Boston, MA & New York, NY
Strategy & Operations Consultant (formerly Business Analyst, promoted Jan 2018) Jan. 2016 – May 2020

- Rated in the top 5% nationally for overall performance among peer group; sponsored MBA candidate
- Selected to join 2019 National Consumer Jr. Champion Board based on high achievements & contributions
- Received recognition in NYC office (of 150+ junior practitioners) for peer leadership and mentorship (2018)
- Led eminence research informing publications: *Embracing Innovation in Consumer Products* and in WSJ CMO Corner

Significant Engagements

$20B Fortune 200 Global Restaurant Chain (18 mos): *Deloitte's first Pricing-As-A-Service business*

- Led strategy and operational design for Deloitte's first Pricing-As-A-Service business, a subscription-based pricing solution, from inception to implementation, generating $25M+ in Year 1 revenue for Deloitte
- Secured subscriptions for 14,000+ locations (1.6x higher-than-forecasted) through targeted sales campaign
- Lead team of 15 Pricing Advisors to deliver services to 2,000 franchisees; generated $250M in margin impact
- Own client relationship with head of U.S. Pricing Execution Team; improved client relationship combined with success of the solution enabled Deloitte to grow account by 25x in 2019; led to expansion to new global markets

$10B Global Specialty Chemical Manufacturer (9 mos): *Market assessment, offer development and pricing strategy*

- Built detailed market map (i.e., market sizing, growth, segment definition) to quantify addressable market opportunity and define segment-specific value drivers to inform commercial and pricing transformation
- Drove the strategic transformation of a $2B Chemical Intermediates business, redefining how the client sets prices, defines incentives structures and serves its customers through rigorous analysis of global sales data
- Managed client relationships as a business analyst, across three phases of work

$3B Consumer Products Company (2.5 mos): *Operating model and digital strategy for C-Suite*

- Designed vision and structure of a new Strategy Function, enabling the CSO to position the company for growth
- Defined digital and eCommerce strategy; recommendations led to sale of multiple follow-up projects for Deloitte

Asset Management Company with $30B of total assets under management (6 mos): *Strategic sourcing management*

- Assessed client's current state procurement processes of over 3,400 unique SKUs from 500+ unique suppliers
- Built detailed spend model used to identify and implement 18% annual cost-savings on operational supplies

Additional

- **Skills:** Proficient in Excel, SQL Server, Tableau, data modeling | **Languages:** Spanish & French (foundational)
- **Interests:** exploring art museums & galleries, reading memoirs & historical fiction, trying new food

DANIEL D. KIM

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *2020 – Present*

- **Activities**: Stanford GSB Student-Alumni Committee, Private Equity Club, Technology Club, Healthcare Club

Princeton University **Princeton, NJ**
Bachelor of Arts, Concentration in Economics with Certificate in Finance *2013 – 2017*

- **Honors**: Summa Cum Laude; Donald Clive Stuart, Jr. '35 Award for Excellence in Business; **GMAT**: 770/800 (99th percentile)
- **Activities**: Intern, Princeton University Investment Company; Business Manager, The Daily Princetonian Publishing Company

EXPERIENCE

Benchling | *Series E cloud-based informatics software platform for biotech and life sciences research and development* **San Francisco, CA**
Summer MBA Intern, Market Strategy *Summer 2021*

- Accepted offer for summer internship (starting June 2021) which will focus on product and go-to-market strategy to expand into additional stages in drug lifecycle, new industry verticals, and complementary capabilities

Audax Group | *Private equity firm with $27 billion of capital specializing in leveraged buyouts with buy-and-build focus* **Boston, MA**
Associate (2018 – 2020); Analyst (Summer 2016, 2017 – 2018) *Summer 2016, 2017 – 2020*

- Managed transaction workstreams on day-to-day basis and supervised junior Analysts and Associates; transaction experience includes over 20 closed acquisitions, divestitures, and recapitalizations to date, collectively with $2 billion of transaction value
- Focused on identifying acquisition targets with exceptional growth potential, especially via consolidation play within fragmented markets; executed aggressive platform-building through infrastructure build-out, de novo growth, and add-on acquisitions
- Served as board observer on 8 portfolio companies; drove equity value creation by collaborating with management to execute add-on acquisitions and operational improvement initiatives

Internal Leadership and Firm-Building Activities

- Selected by senior leadership to serve as founding member of Audax Community Foundation with $2 million of initial funding
- Led training modules, including financial modeling and commercial due diligence, for 4 cohorts of new Analysts and Associates
- Consistently received top distinction in performance reviews among cohort of 7 Associates; received post-MBA return offer

Selected Transaction Experience and Portfolio Involvement

- **CorEvitas**: provider of real-world registry data and analytical services to biopharmaceutical companies *2019 – 2020*
  - Completed leveraged buyout of CorEvitas (closed Dec-19); managed process timeline and key advisors to carry transaction forward from initial bid to close within 15 business days, which is record-breaking speed-to-close at Audax
- **Beacon Mobility**: provider of specialized transportation services to high-acuity populations *2018 – 2020*
  - Completed leveraged buyouts of Van Pool (closed May-18) and NRT Bus (closed Sep-19) and merged companies to form Beacon Mobility; supported management through post-merger integration, financial consolidation, and synergies capture
  - Developed Beacon's M&A playbook; used playbook to quarterback execution of 4 add-on acquisitions within 6 months
- **Frontline Tooling Solutions**: legacy holding company of Techniks Tool Group and Peak Toolworks *2018 – 2020*
  - Completed carve-out of Techniks Tool Group and coordinated with management and key advisors to develop narrative as standalone company; resulted in sale through auction process (closed Feb-19)
  - Supported turnaround execution at Peak Toolworks, including refinancing and operational improvement initiatives
- **Gabriel Performance Products**: manufacturer of proprietary and custom-manufactured chemicals *2017 – 2020*
  - Supported management in completing 4 add-on acquisitions; drove commercial, financial, and legal due diligence
  - Prepared sell-side due diligence and marketing materials; resulted in sale to Huntsman (NYSE: HUN) (closed Jan-21)
- **Preferred Compounding**: manufacturer of custom elastomeric compounds *2017 – 2019*
  - Supported management in completing 2 add-on acquisitions; completed synergies quantification and valuation analyses
  - Completed sale to HEXPOL (STO: HPOL) (closed Jul-19); supported exit process workstreams

ADDITIONAL

- **Languages**: English (native proficiency), Korean (native proficiency)
- **Interests**: Golf, photography, jazz, travel

SOYEON KIM

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020-2022

National Institute for Lifelong Education Seoul, Korea
B.S. in Computer Science 2018-2020

- Honored for scholastic achievement and highest GPA (3.95/4.0)
- State-registered Information Engineer, issued on Oct 2018 by Ministry of Science and ICT

Seoul National University Seoul, Korea
B.A. in Business Administration, Summa cum laude 2011-2016

- Student Ambassador, Leader of a guitar band, Founder of Women's running club
- Took business courses in French at Geneva University (Feb-Jun. 2013, Geneva, Switzerland)
- Studied development economics at Kenyatta University (July. 2012, Nairobi, Kenya)

Experience

SNOW Corporation Pangyo, Korea

Jam Studio, a new division of SNOW Corporation, provides livestream shopping platform
Lead, Jam Studio / Acquired by Naver Corporation 2019-2020

- Effectively managed a team of more than 30 employees with average 10+ years of experience
- Revived a once-declining service by pivoting a trivia quiz show to merchandise curated items
- Oversaw all company operations;
    - Five million users have registered for the service
    - Average two hundred thousand viewers watched the show in real time
    - 10% of these viewers of the show made purchases and recorded sales of $20K per hour
- Partnered with major mobile traffic sources including SKPlanet, BAND, NBT, and Blind to increase DAU by 5X
- Successfully sold the service to NAVER Corp, the biggest search engine and shopping platform in Korea

Product Manager 2018-2019

- Researched and proposed new product ideas; create a prototype, development plan, and marketing strategy

BUZZVIL Co., Ltd. Seoul, Korea

The first and the largest mobile lockscreen advertisement platform
Global Strategy Manager 2015-2018

- Led a cross-functional team of eight people responsible for Average revenue per user (ARPU)
- Developed a roadmap for global expansion and executed a process to launch the app in 22 countries
- Doubled revenue by integrating advertising platforms from Google, Twitter, and Baidu
- Developed a streamlined and automated process to manage the complicated ad-serving operation
- Supported a cross-border M&A process when Buzzvil acquired Slidejoy, a U.S company

Additional

- Languages: Native in Korea, Fluent in English, Business-level proficiency in French
- Scripted Languages: Advanced in Python (Speaker of Pycon Korea 2018), Intermediate in C, Java
- Data Analysis: Proficient in R, SAS, and SQL; Experience working with structured and unstructured data-sets
- Enjoy outdoors- hiking, camping, riding horses, love adventures-rock climbing, scuba diving, cave exploring

Keertan Kini

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Master of Business Administration Candidate — 2023
Master of Public Policy Candidate — 2023

MASSACHUSETTS INSTITUTE OF TECHNOLOGY — Cambridge, MA
Masters in Engineering, Artificial Intelligence and Computer Systems — 2017
Bachelors in Engineering, Electrical Engineering and Computer Science — 2016

- Rhodes, Marshall, and Gates-Cambridge Scholarship Finalist
- Eta Kappa Nu Honor Society Officer

Experience

NURO.AI — Mountain View, CA
Autonomous Vehicle/Robotics Startup
Software Engineer, Infrastructure — 2019 – 2020

- Create tool to reduce data collection of logs from crashed vehicles from 8 hrs to 10 minutes
- Reduce importation time of full vehicle log (data used for machine learning training) by 40%
- Increase reliability of internal hardware simulation framework to ensure less than 24 hours downtime in any 2 week period, given reduced on-road testing capacity due to shelter-in-place protocols
- Initiate a policy reading group to engage technologists with policy discussions in target cities

YCORE NETWORK — San Francisco, CA
Community Non-Profit to connect young professionals' skills with local non-profits
Alumni Board Member: Advancement Committee — 2020 – Present

- Raise 10K over the course of the year towards growth and expansion, during shelter-in-place
- Develop and launch YCore's first organized alumni giving program

Fellow — 2018 – 2018

- Compile stakeholder feedback for non-profit Ableworks, which provides financial literacy training for underprivileged high school students
- Create digital learning curriculum for Ableworks to improve student engagement and expand the program from the Bay Area to the Central Valley

HINTS.AI — Santa Clara, CA
Fake News Detection Startup
Co-Founder & Architect — 2019 – 2020

- Develop the HINTS service, a network approach to identify fake news, from prototype to production Google Cloud Platform-based service
- Negotiate the equity split among the co-founders
- Organize distributed team of 5 engineers

BAREFOOT NETWORKS — Santa Clara, CA
Programmable Network Chip Startup
Software Engineer, Advanced Applications — 2017 – 2019

- Develop from scratch a distributed data pipeline, in a team of five, to consume nanosecond-level network metadata
- Personally drive the organizational and technical move to Kubernetes (current standard for distributed systems)
- Coordinate between internal and external teams across Europe, US, and Asia to drive customer engagements
- Mentor interns, recent graduates, and experienced hires in distributed systems and company infrastructure

Additional

- Language competencies: Spanish (basic), Konkani (basic), Hindi (basic)
- Computer Competencies: C/++, Python, Java, Golang, Javascript

Ahmet Serhat Kirici

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

KOÇ UNIVERSITY Istanbul, Turkey
Bachelor of Science in Industrial Engineering & Bachelor of Arts in Economics 2018
- Sum Cum Laude, GPA: 4.13/4.00
- Graduated as 3rd in University, 2nd in engineering and administrative sciences

Experience

SEQUOIA CAPITAL Menlo Park, CA
InSITE Fellow, Talent Team 2021
- Will design a data-driven scouting tool to filter new potential opportunities for investing team

PROPERTY FINDER Dubai, UAE
Largest real estate website in UAE with $500M valuation
Summer Associate, Strategy & Transformation Department Summer 2020
- Designed sales target and incentive scheme end-to-end for UAE sales team, with hands-on execution for Q3
- Matched online listings of competitors, including algorithm automatization and Tableau dashboard design

BAIN & COMPANY Istanbul, Turkey / Berlin, Germany
Data Scientist, Global Advanced Analytics Group 2020
- Conducted data processing and Tableau visualization for CX digital center project in telecom industry
- Designed a NLP algorithm to classify customer complaints for banking sector survey with 10k + responses
- Created a web scraping app that collects open-source complaints for Turkish companies using R Shiny

Senior Associate Consultant 2019-2020
- Executed the operational model in 2030 strategy diagnostic and design project for leading beverage company
- Ran commercial due diligence project (Market sizing, competition analysis and business model preparation) in telecom industry

Associate Consultant 2018-2019
- Ran commercial due diligence projects in hot beverages, e-commerce and coatings industries
- Designed the new route-to-market sales structure and post-merger integration for a hot beverage company

Associate Consultant Intern Summer 2017
- Ran commercial due diligence project in steel industry
- Assessed value of customer satisfaction by NPS and sized marginal profit opportunity for a durables company

KOC UNIVERSITY SUPPLY CHAIN LAB Istanbul, Turkey
Data Science Research Assistant 2016-2017
- Classified data using feature selection for cancer drug research to rank importance of each input substance

LIDYANA.COM Istanbul, Turkey
Turkish fashion e-commerce player focusing on high-end women apparel
Business Analyst, CEO's Team 2016-2017
- Processed e-commerce transaction data to create employee dashboards through QlikView and MySQL
- Prepared dynamic supplier latency, brand performance and merchandise profitability analyses

KOC UNIVERSITY DESIGN LAB Istanbul, Turkey
Product Research & Development Assistant 2016
- Designed and configured a MIDI-device as music controller using Arduino

Additional

- Certificates (Datacamp): Machine Learning Scientist with R, Data Scientist with R, R Programmer
- Languages: Turkish (native), English (fluent), German (advanced)
- Computer: R, Python, MySQL, Tableau, Alteryx, Java, Gurobi, HTML/CSS, Arduino IDE, Android Studio

MORGAN R. KISS

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- GMAT: 740 (V45, Q47)
- Relevant coursework: *Innovation & Management in Healthcare, Mergers & Acquisitions, Technology Licensing*

YALE UNIVERSITY New Haven, CT, USA
Bachelor of Science, Biomedical Engineering 2015
- Varsity Women's Sailing: Four-time All-American, Female College Sailor of the Year, National Champions

Experience

ARCH VENTURE PARTNERS San Francisco, CA, USA
Venture firm that builds and invests in life sciences companies via $1.85B fund
MBA Intern Summer 2021
- Partnered with venture partners and scientific co-founders to build a seed-stage newco
- Developed commercial landscape including market trends and competitor activity to inform positioning
- Bridged market and technical data to recommend market entry points and early product concepts

AXEL JOHNSON INC New York, NY, USA
Single family office that owns and operates companies, generating >$4B in annual sales
Corporate Development Manager (promoted from Associate in April 2019) 2016 – 2020
- Developed investment theses and sourced priority targets in the healthcare & life sciences
- Created business cases and financial models for acquisition opportunities and existing portfolio companies
- Performed due diligence for deals >$200M in enterprise value and supported deal structuring and negotiation
- Designed and delivered strategic and operational projects for portfolio company senior management

Portfolio company engagement and board representation:

HIGHRES BIOSOLUTIONS Beverly, MA, USA
Leading developer of automation and robotics systems for life sciences R&D
Board Observer 2016 – 2020
- Set in-year and 5-year growth objectives and performance indicators. Leveraged board-level objectives to design and lead projects across sales, finance and engineering organizations
- Led growth strategy sessions to facilitate commercial planning and resourcing. Introduced organic and acquisitive strategies, including M&A target lists, asset sales, and innovation opportunities
- Created framework to analyze gross margin performance and identify pricing and execution problems
- Launched company-wide presentation series on emerging end-market areas. Fed market information and hundreds of accounts to sales leads to support >20% YoY sales growth

NEOPENDA Chicago, IL, USA
Digital health startup that designs low-cost vital signs monitors for global neonatal health
Director 2019 – 2020
- Initiated and structured the largest seed investment in Neopenda, a $500K commitment
- Advised company growth plan from R&D through first device sales, focused on product development, supply chain, regulatory strategy and go-to-market strategy in developing economies

BIONEST PARTNERS New York, NY, USA
Healthcare consulting firm that serves global pharmaceutical and biotech clients
Business Analyst 2015 – 2016
- Developed US and EU market entry strategies for therapeutic, diagnostic and medical device products
- Led primary research with KOLs to build patient journeys, analyze clinical delivery and refine launch strategies

Additional

- Language: Proficient Spanish (Level 5/5 coursework, Yale College)
- Community engagement: Board member, Stanford Biotech Group; former fellow, Harlem Biospace
- Interests: Competitive sailing (prior Olympic development team), Greek cooking, memoirs, *Survivor* on CBS

Henry Klingenstein

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS | Stanford, CA — Expected 2022
Master of Business Administration Candidate

HARVARD UNIVERSITY | Cambridge, Massachusetts — 2011 – 2015
A.B. Honors in Field, Social Studies (Politics, Philosophy, and Economics)

- Senior Thesis, Magna Cum Laude Minus: *Frontier to Rentier: Extractive Industry in Wyoming*

Experience

APERTURE LABS | UNIVERSITY OF CHICAGO — 2018 – 2020
Head of Strategy and Product Development; Co-founder of spin-out "Spur Laboratories Inc"

- Created a machine learning healthcare technology incubator (Aperture) affiliated with Sendhil Mullainathan's University of Chicago Lab for Computation and Behavioral Science
- Leveraged machine learning algorithms to develop new healthcare diagnostic tools enabling the earlier, more accurate deployment of existing therapies and interventions (5 built for different chronic diseases)
- Founded "Spur Laboratories Inc" to spin out a set of these AI tools for the labs testing space; secured initial funding; pitched and negotiated deal with leading US labs provider to deploy AI tools at scale
- Recruited four institutional collaborators in healthcare and academia (in U.S and India); designed and conducted two clinical studies to create novel datasets relating biometrics to future health status
- Managed data scientists and product design; aligned technical features with commercial opportunities

DTW CAPITAL | London, UK
Investment Analyst (Part-time/intern) — 2019 – 2020

- Evaluated opportunities (typically < £1M) in AI, Health Tech; represented DTW at pitch days

QUID | San Francisco, California
Manager, Strategy Consultant — 2017 – 2018

- Aided by in-house data analytics teams, completed a wide range of individual studies which resulted in specific operational recommendations to client senior management and boards
- Managed Quid's two largest client accounts: the CEOs office of a Japanese diversified industrial company (>$10B), and Hyundai's Product Planning Division
- Led bi-annual Tokyo/SF client summits on data driven decisions; trained 80+ clients on analytics tools
- Directed two teams of associates and analysts; mentored and planned career growth
- Facilitated our Japanese industrial client's equity investment in our $37.5M funding round

Associate, Strategy Consultant — 2016 – 2017

- Led 3-month pilot engagement with a healthcare payer/provider; converted pilot into annual engagement
- Managed analytics and client management for Japanese industrial; oversaw data scientists and engineers building custom Japanese language analytics tools; advised against US product launch, and client pivoted
- Tripled client contract to $3.6M, the largest contract we had at that point

Skills & Interests

Skills: Licensed pilot (Single Engine) | Licensed Wilderness Emergency Medical Technician
Languages: English (Native) | Spanish (Proficient)
Interests: volunteer work with Lake Victoria Athletic Club ('18-'19) and Harder '18 Congressional Campaign; marathons (London '19, CA '18) and backpacking (John Muir Trail); Harvard College Alumni Interviewer

John D. Koelliker

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022

Brigham Young University – Marriott School of Management Provo, UT
Bachelor of Science Information Systems Dec 2016

- GPA: 3.94/4.00; Magna Cum Laude; Voted 'Most Outstanding Student in Information Systems' by faculty & classmates
- BYU Full Academic Scholarship; Dean's List (top 5% of Marriott School); Phi Kappa Phi (top 7.5%)
- 2016 Utah Student 25 Award – Nominated as one of Utah's Top 25 Student Entrepreneurs
- BYU Tech Club – Co-Founder / Co-President (Oct '16 – Feb '17) – Built membership of 300+ and placed ~100 students

WORK EXPERIENCE

Curated – *Series A e-commerce startup backed by Forerunner Ventures* San Francisco, CA
Growth Product Manager Mar 2020 – Present

- Oversee SEO technical foundations, content features, referral program, funnel optimizations, and marketing enablement
- Implemented a series of SEO improvements that resulted in a 3x lift in monthly organic search impressions
- Led the creation of our entire content engine including our internally-built CMS, articles, and the *Expert Journal*

LinkedIn San Francisco, CA
Associate Product Manager, Growth Jul 2018 – Feb 2020

- Founded and led the growth team (10 individuals) for LinkedIn's $XXXM Sales Navigator business
- Designed, built and shipped several acquisition and retention growth initiatives, resulting in $15M of annualized impact
- Built a feature called 'Sales Navigator Coach' that resulted in 60% more engagement with core product features

Strategy & Analytics Program – 18-24 month rotational program that selects 8 graduates every year Jul 2017 – Jan 2019
3rd Rotation (7/18 – 1/19): Associate Product Manager, Growth

- Developed original growth strategy and pitched idea to leadership; resulted in formation of official 9-person growth team

2nd Rotation (2/18 – 6/18): Business Operations & Product Strategy Analyst

- Performed product engagement analysis that identified most valuable features; used to develop new true north metric

1st Rotation (7/17 – 1/18): Sales Strategy & Operations Analyst

- Built SQL queries and Tableau dashboard that informed sales and customer success leaders on new enterprise program

Kore Baseball Products – *Consumer products startup that produces a cushioned-core leather baseball* Salt Lake City, UT
Co-Founder and COO (Currently an advisor) Jun 2014 – Jun 2017

- Developed and led go-to-market strategy resulting in partnerships with various national retailers including Nordstrom and J.Crew; entering 350+ retail locations, selling 25,000+ units, and generating $200,000+ in revenue in 2 years post-launch

Other Work Experience:

Peterson Ventures – *VC Analyst* (Jan–Mar '17), **Uber** – Strategy Intern (Jun-Aug '16), **Contrary Capital** – *Founding Student Partner* (Jul–Dec '16), **Peterson Partners –** *PE Analyst* (Jun–Aug '15), **Peak Ventures –** *VC Analyst* (Jan–May '15)

COMMUNITY SERVICE & LEADERSHIP

Howdy Homemade – *Founding Team Member & Volunteer* (Jan 2017 – Feb 2019) Salt Lake City, UT

- Helped open the first franchisee location; an ice cream shop that employs and empowers individuals with special needs

Google – *Community Leaders Program (Sep 2015 – Apr 2016)* Provo, UT

- Led a team of 150+ students in providing digital literacy classes for underprivileged groups in the community, teaching over 200 lessons and helping 500+ elderly, ESL, and other disadvantaged individuals learn valuable technological skills

The Church of Jesus Christ of Latter-day Saints – *Volunteer Representative (Jul 2012 – Jun 2014)* Brasília, Brazil

- Led, trained, and motivated 200+ missionaries as lead assistant to head regional representative for 7.5 months
- Coordinated efforts for regional service plan that resulted in projects to assist thousands of impoverished individuals

SKILLS & INTERESTS

- Fluent in Portuguese (speaking, reading, and writing)
- Co-Author of *Everybody Needs a Brain Tumor*; sold 1,500+ copies and raised $15,000+ for brain tumor research
- Eagle Scout, husband, father, golfer, skier, and cyclist

ERIC KOTIN

516 316 0492 – ekotin@stanford.edu – LinkedIn

EDUCATION

Stanford Graduate School of Business Palo Alto, CA Class of 2022

- Master of Business Administration / Master of Arts in Education Dual-Degree Candidate

Amherst College Amherst, MA Class of 2014

- Bachelor of Arts in Economics; Cumulative GPA: 3.7/4.0

PROFESSIONAL EXPERIENCE

Texas Education Agency (via Education Pioneers Impact Fellowship) Austin, TX 2019 – 2020

Program Manager, Math Innovation Zones

- Selected as one of 30 Fellows nationally for a 10-month placement with a leading U.S. public education organization
- Accepted role with the Texas Education Agency to lead strategy and operations for Math Innovation Zones (MIZ) – a state-sponsored program that aims to introduce a new instructional model in K-8 math classrooms. Responsibilities include:
  - Support MIZ districts (57 at present) in crafting plans to redesign math instruction – plans include compliant use of state grants ($250K per district), educator professional development, and selection of a math software vendor
  - Collaborate with financial intermediary to develop Texas's first outcomes-based financing model, in which districts would only pay for third-party services if desired student outcomes are achieved
  - Analyze correlation between student engagement with new curriculum and student outcomes on state assessments

Google Ireland Limited Dublin, Ireland 2017 – 2019

Regional Product Lead (Apr 2019 – Nov 2019), Regional Product Specialist (Jul 2017 – Apr 2019)

- Owned commercialization of Dynamic Search Ads, a Google Ads campaign type, across 40+ European markets by shaping product roadmap and upskilling Sales teams – doubled product usage in 6 months, translating to $100M growth in European revenue
- Led 88 technical workshops for advertisers and agencies across the Nordics, Netherlands, and Belgium – sessions leveraged Google Ads data to help advertisers identify customer profiles and engage their desired audience more effectively
- Collaborated with Sales teams to boost customers' spend post-workshop, and persuaded Product Management to modify products based on customer feedback – $750K incremental spend won per workshop and 11 product feature requests implemented

Ireland Ambassador, Google for Education (GfE) Part-time, 2018 – 2019

- Designed and executed GfE's inaugural in-person programming in Ireland, reaching 2,000+ teachers, principals, and IT administrators through 2 national summits in Dublin and local events throughout the country
- Increased ChromeOS license sales 92% and G Suite for Education usage 15% since taking on the role

Google LLC Mountain View, CA 2016 – 2017

Strategy Associate, Google Technical Services (gTech)

- **Selected Project 1: Temp/Vendor/Contractor Insourcing Analysis**
  - Built financial model that identified $400M in potential cost savings from bringing 10,000+ offshore support agents "in-house"
  - Placed cost savings in context of insourcing's broader strategic appeal and presented holistic assessment to leadership – project was adopted by CFO, piloted, and a rollout across the entire customer support organization is ongoing
- **Selected Project 2: "Google One" Subscription Offering**
  - Structured and priced a subscription product anchored in file storage and premium customer support alongside Hardware team – offering was commercialized under the name "Google One" and has reached over 8M users in 165 countries to date

Deloitte Consulting LLP New York, NY 2014 – 2016

Business Analyst, Strategy and Operations

- **Selected Project 1: Customer Engagement Strategy – Top US Sports Association**
  - Segmented 700K members into 5 personas to enable a customized fan experience – work led to strategic partnership with Deloitte
- **Selected Project 2: Strategic Assessment of "Physician Journey" – Specialty Pharmaceutical Manufacturer**
  - Identified issues that doctors faced in prescribing addiction medication – recommendations helped client reach 40K more patients

EXTRACURRICULAR AND COMMUNITY

Deloitte Consulting Analyst Community, *NY Onboarding Lead ('15), National Advisory Council ('16)* 2015 – 2016

- Awarded role on national committee that advises on improvements to Analyst program; led onboarding for 60+ NY office new hires

Amherst College Baseball, *Pitcher ('10-'14), Leadership Council Member ('13-'14)* 2010 – 2014

- Played 4 years, elected to team Leadership Council as junior and senior, awarded Most Improved Player as junior

INTERESTS

Current favorites: pickup basketball, golf, Scrabble, blackjack, meteorology, country music*, Seinfeld, The Points Guy, EdSurge, Chalkbeat*

BENJAMIN KRAMER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

EMORY UNIVERSITY Atlanta, GA
BS Environmental Sciences 2014

- Phi Eta Sigma honor society, 100 Senior Honorary, Ratner-Stein Award, Dean's List

Experience

PRIVATE CONSULTANT Global
2020

- XRunner Ventures - Sanitation startup in Peru. Conducted market analysis and created health and safety plan.
- 254 Brewing - Microbrewery in Kenya. Developed operational systems, org chart, and increased efficiency.
- Eco-Charcoal Ltd - Sustainable charcoal in Kenya. Created financial model, conducted landscape analysis.

SANIVATION Naivasha, Kenya

Sanivation is a venture-backed social enterprise working to solve the sanitation crisis in East Africa. It partners with governments and creates a revenue stream for sanitation by transforming human waste into renewable fuel.

Project Director 2018 - 2019

- Project manager for treatment plant, budget of $4M and impacting 350,000 people. Projected revenue of $1.5M/year. On-time and on-budget designs created.
- Ran all operations for pilot plant with P&L responsibility. Increased production 10-fold.
- Created 10-year national expansion strategy and market analysis for addressable market of >$500M USD.

Director of Operations 2016 - 2018

- Managed company cashflow and annual budget for $1.5M USD. Developed plan for securing working capital.
- Directly managed 7 people and indirectly 25. Led 6 multicultural teams.
- Developed and managed financial models for both the factory and sanitation-services.
- Reduced costs of sanitation service 67% by improving supply chain management and operational efficiencies.
- Designed financial procedures including monthly close processes, budgeting/forecasting, and investor reports.
- Commissioned plant in Kakuma Refugee Camp, employing 25 refugees.
- Launched HR, Accounting, Operations, Procurement, and Construction departments.

Interim Project Director 2017 - 2018

- Project Manager for a $400k USD treatment plant. Built from greenfield in <12 months, opened with national news coverage. First of its kind in the world to operate at positive margins.
- Developed and managed supply chains for raw materials, including biomass from the informal sector.
- Implemented cutting-edge technology funded by Bill and Melinda Gates Foundation.
- Led project lifecycle: design to commissioning. Including contractor procurement and regulatory approvals.

Energy Director 2014 - 2016

- First employee of Sanivation LLC.
- Led commercialization of world's first briquette made from human waste. Developed entire machine line.
- Secured land in Naivasha, Kenya on 10-year free lease with strategic partnership, valued at $100,000.

Additional

- Certified Project Management Professional (PMP)
- Moderate Spanish and Swahili
- Adept at Microsoft suite, Google suite, Adobe lightroom and photoshop
- Volunteer at the U-District Food Bank

JASON KREMERS

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020-2022

U.S NAVAL ACADEMY Annapolis, MD
B.S., Systems Engineering 2007-2011

- Distinguished Graduate: Honored for high academic and leadership achievement (11/1008)
- Served as the 1st Battalion Commander (1 of 6) – Led 700+ midshipmen during an academic semester

Experience

U.S. MARINE CORPS CA, NC, VA
Director of Operations, Captain-Major 2019 – 2020

- While deployed to northern Iraq, coordinated, supervised and supported partnered combat operations by Iraqi forces with Army, Navy, and Marine Corps Special Operations Units to enable regional stability and independence. Led operational planning teams focused on long-range strategy, organizational efficiency, and intelligence collection.
- Selected for accelerated promotion to Major based on record of exceptional performance (Top 2% of promoted Captains for 2020)

Special Operations Team Leader, Captain 2016 – 2019

- Led a cross-functional team of 17 critical skills operators and intelligence specialists to progress national level counterterrorism objectives within the Middle East, and to foster partnered relationships in order to support long-term stability. Coordinated with U.S. Dept of State and intergovernmental agencies to enact a whole-of-government approach at addressing underlying factors of instability and conflict.
- Trained, led, and mentored the team through an intensive 12-month training cycle and 6-month deployment characterized by high-stress, time-constrained decision making in challenging environments; selected as the best team of four within the company.
- Fostered critical relationships and unity of effort with foreign military counterparts at the general officer level to generate commitment and operational support to amplify our limited resources.

Company Commander, First Lieutenant 2014-2015

- Hand selected to fill roles as both the Headquarters Company Commander, and Executive Officer of 350+ Marines and Sailors, to enhance the unit cohesion and interoperability of a diverse unit of specialists.
- Coordinated and led over 500 hours of professional training, empowering small unit leaders and engendering a culture of ownership. Selected as the "eminently qualified" lieutenant within the unit, amongst 28 peers.

Platoon Commander, Second Lieutenant 2012-2014

- Led a cross-functional team of 28 infantrymen, mechanics and corpsmen through a deployment, supporting multi-national exercises in the Pacific and Middle Eastern Theaters.
- Directly improved tactical readiness for host nation deployable units. Coordinated over 350 hours of operations and exercises in support of joint and partnered exercises in Djibouti and the United Arab Emirates.
- Accounted for and maintained vehicles, weapons and equipment worth in excess of $13 million, maintaining over 94% readiness throughout an aggressive training cycle and deployment.

SEUL (KATHY) KU

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Education

Stanford School of Medicine / Graduate School of Business — Stanford, CA
MD/MBA Degree Candidate, Class of 2022 — 2017 – Present

- 2018 Paul & Daisy Soros Fellow for New Americans
- 2018 Operations Manager for Cardinal Free Clinics – Arbor Site
- 2018 Project Manager for Quality Improvement Interest Group

Harvard University — Cambridge, MA
AB in Molecular and Cellular Biology, SM in Engineering Sciences — 2009-2014

- Secondary Field in Global Health and Health Policy
- Awards: 2014 Richardson Fund Fellowship in Public Service; Derek Bok Center for Teaching Award

Experience

Juni Essentials — New York, NY
Sustainable oral care brand company
Co-Founder / Chief Product Officer — 2020 – Present

- Increased production capacity from <2000 toothbrushes/month to 50,000/month in 6mo period
- Created pipeline for eco-friendly oral care products in collaboration with Business Development Team

SPOUTS of Water — Kampala, Uganda
Social enterprise manufacturing and distributing ceramic water filters in Uganda
Co-Founder / CEO — 2011 – 2018
Chairperson — 2018 – Present

- Raised >$1M USD to construct and operate first filter factory (>8,000 filters/month capacity)
- Grew and managed a diverse team of >45 FTEs, now >80 FTEs
- Distributed >45,000 filters to provide water for ~400K people since sales in 2015 with average YoY growth of >100%
- Unreasonable Institute East Africa 2015 Fellow, Cartier Women's Initiative Finalist 2016

The Boston Consulting Group — Chicago, IL
Summer Associate — Jun 2013 – Aug 2013

- Crafted a model for tracking and managing program metrics for a >$17B MedTech company
- Oversaw training of new client hires following rollout of new program management tool
- Tracked client performance against audit requirements and federal regulations

McKinsey & Company — Seoul, South Korea
Intern — Jan 2012 – Jun 2012

- Developed a Marketing-ROI toolkit to optimize spending for >$200B consumer electronics company
- Benchmarked technology developments of Top 5 leading consumer electronics companies
- Facilitated development of new marketing and value strategy for >$2B industrial goods company

Additional

Teaching experiences:

- Lead for Stanford SPLASH Anatomy, an immersion experience for high school students (2018)
- Teaching Assistant for Anatomy for Bioengineers at Stanford (2018), Science and Cooking at Harvard (2013)
- Lecturer for Department of Environmental Engineering at Kumi University in Uganda (2014)

Research experiences:

- 17+ peer-reviewed publications, 9+ presentations
- Cost-effectiveness analysis on healthcare interventions (Dr. Doug Owens, Stanford 2017-18)
- Neurosurgical outcomes in Uganda (Dr. Gerald Grant, Stanford 2017-18)
- Drug delivery systems using hollow alginate beads (Prof. Dave Mooney, Harvard 2009-2014)

Awards

- Global Engineering Student Awards 2019
- Celebrating Womanhood Award – Wangari Maathai 2019
- National Geographic Chasing Genius Featuree 2017
- Takeda Foundation Young Entrepreneurship Award Winner 2017
- UN Foundation Global Accelerator Invitee and Participant 2014
- Rice Business Plan Competition Semifinalist & Shell Technology Venture Prize Winner 2014

Languages: Fluent in Korean

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San Francisco, CA 94103

MORGAN LAI

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480-888-6499

AI Engineer, Product Manager, Startup Founder and Venture Capital Partner specializing in AI startups

WORK EXPERIENCE

Foundation Capital | Palo Alto, CA
Early stage focused venture-capital firm with over $3B AUM
Partner — Apr 2018 – Present

- Led the firm's investment theses in Low code/No code, DevOps (microservices and serverless technologies), infrastructures (data management and machine learning platforms)
- Sourced and executed
  - $3.5 million Seed round (follow-on) for Turing.com, which has grown revenues from $0 to 4M in 12 months
  - Seed round for an Unannounced CPG company
  - Seed round for an Unannounced AI-enabled insurance technology company
- Served as Board Observer, collaborating with CEOs to develop products and go-to-market strategies; to source customers; to strategize and execute fundraising for early and late stage AI companies, including Safely-You.com, an AI-enabled nursing-home monitoring system, and Turing.com, an AI-enabled remote-engineer staffing platform
- Spearheaded the development of the firm's first automated series A investment sourcing platform that takes proprietary sources, filters them with metrics, and generates 40-50 high-quality prospects/month
- Developed a founder sourcing and tracking platform that would automatically identify and aggregate repeat B2B founders who might start a company in the next 6-12 months
- Organized 8 founder-specific events, including an Enterprise Sales Workshop for portfolio CEOs and prospective founders, a CTO Dinner Series to connect portfolio companies with Fortune 500 buyers while fostering a customer network for Foundation, a Female Founder Dinner Series to support portfolio female founders and prospective female founders, and an MIT CEO dinner series to foster a high-quality network of MIT alum founders

HearInsights | San Francisco, CA
Early stage startup: AI-enabled meeting assistant that analyzes voice conversations to generates meeting digests
CEO & Co-Founder — Jul 2016 – Apr 2018

- Conceived and developed the software's core text summarization algorithm
- Developed and executed strategy to acquire 150+ customers within 4 months of product launch
- Led fundraising process securing investments from Pear Ventures, Workday Ventures, and several angels

Loop AI Labs | San Francisco, CA
Early stage startup: AI platform enabling enterprises to automate workflows
Machine Learning Engineer — Aug 2015 – Jun 2016

- Designed, built, and implemented a news recommendation algorithm using deep learning and natural language processing for Mediaset, the largest Italian commercial broadcaster with a market cap of $2.8B
- Designed and developed algorithm system to enable Loop AI's core engine platform, which could process only English language, to process Asian languages, allowing expansion into Japanese market

Flux Factory | San Francisco, CA
Early stage Google[x] spin-off startup: software enabling architects to optimize design and construction process
Associate Product Manager — Aug 2014 – Jul 2015

- Led 7-member team of engineers, developers, and designers to develop and launch company's first beta-ready product while beating cost projections by 14%

EDUCATION

Massachusetts Institute of Technology | Cambridge, MA

- MEng in Electrical Engineering and Computer Science, Concentration in Artificial Intelligence — Sep 2013 – Jun 2014
  - Thesis analyzed mobile data to predict an individual's socialization, focus ability and physical activity levels
- BS in Electrical Engineering and Computer Science — Sep 2009 – Jun 2013

LEADERSHIP

- **MIT AI Conference** – Co-Chair: Organized 500+ attendees AI conference in 2019; brought in 35 AI experts from Fortune 500/startups/universities, such as Google, OpenAI, Facebook, Domino Data Labs, Cerebras; hosted AI startup competition; currently organizing the 2020 conference
- **Badass Women In Tech** – Founder: Founded in 2016 to foster a support network for female engineers, founders and investors; community has grown to 100+ since inception

MIKI K. LAINOVIC

212-991-8494 | mkl17@stanford.edu | www.linkedin.com/in/miki-lainovic/

Education

Stanford Graduate School of Business **Stanford, CA**

Masters of Business Administration Candidate Class of 2022

Stanford University **Stanford, CA**

Bachelor of Arts in Classics, Minor in Economics Class of 2017

- **GPA:** 3.9; **GRE:** Verbal 168, Quantitative 167; **Muses Prize** for a senior combining excellence in Classics with the Arts
- **Oxford University:** Studied abroad during Fall 2015; completed one-on-one tutorial on Orientalism in the Ancient Near East
- Stanford University Tour Guide (2014-2017) and Resident Assistant for a full academic year (2016-2017)

Experience

WPP plc **London, Hong Kong, New York**

WPP is the world's largest marketing communications group, with agencies specializing in creative, media, PR, and digital

WPP Fellow August 2017 – June 2020

- Three-year leadership training program, during which each year is spent at a different WPP agency and in a different region
- Exposure to marketing communications across regions, disciplines, and clients, and close mentorship from industry leaders
- In 2017, 12 Fellows were selected from nearly 2,000 applicants (only 3 were selected directly from undergraduate programs)

GroupM (WPP Subsidiary) **New York, NY**

Partner, Global Corporate Development – WPP Fellowship 3rd Rotation September 2019 – June 2020

- Worked on the acquisition and integration of Sandtable, a leading behavioral analytics and simulations firm
- Developed a pipeline of promising early-stage ad-tech businesses for GroupM to monitor as potential future targets
- Organized an Esports & Gaming Summit for 350 attendees, featuring Twitch, Capcom, and others *(postponed due to Covid-19)*

Wavemaker (WPP Subsidiary) **Hong Kong**

Regional Media Executive – WPP Fellowship 2nd Rotation September 2018 – August 2019

- Regional coordination of media strategy, planning, buying, and implementation in APAC, across digital and traditional media
- Researched and authored an article about the optimal split of marketing spend between performance and brand building
- Founded and led a monthly internal forum to discuss key issues in the media and technology landscape in APAC, with an average of 30 attendees (out of an office of 50)

J. Walter Thompson (WPP Subsidiary, renamed Wunderman Thompson) **London, UK**

Planner – WPP Fellowship 1st Rotation August 2017 – August 2018

- Planned and implemented brand and product campaigns for major global food & beverage, hospitality, and luxury brands
- Worked as part of the core team that pitched and won two new global hospitality brands as clients for the agency
- Co-authored an opinion piece about crafting brand experiences, which was distributed to key clients and agency leadership

J.P. Morgan Chase & Co. (return offer extended) **New York, NY**

Summer Analyst, Endowments & Foundations Group, Asset Management June 2016 – August 2016

- Collaborated on building portfolio construction models, pitching clients, and crafting a strategic plan for the group
- Developed a new framework for pitching donor advised funds, which was adopted by senior members of the team
- Created an interactive spreadsheet and deck detailing all of J.P. Morgan's corporate responsibility efforts over the previous five years to be used for prospecting and pitching new clients

Leadership & Activities

Performing Arts

- Stanford Talisman Vocalist & Business Manager (2014-2015): performed with and managed a student-run acapella group, including fundraising $50,000 for our US tour and organizing a 25th Reunion Concert, which sold out an 800-seat concert hall
- Stanford Chamber Chorale: premier singing group of the Stanford Music Department, highly selective audition process

Dragonboat Racing, Hong Kong

- Paddled and competed with a premier dragonboat team, Buzz Dragon, and was awarded the team's highest honor for performance and sportsmanship in 2019, despite being a rookie

Additional

Skills: Microsoft Excel, Google Ads API, Facebook Ads API, Conversational Spanish

Interests: Musical theater, rowing, travel, hiking, philanthropy

Eliza M Lajoie

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EDUCATION

Stanford Graduate School of Business, Stanford, CA, *MBA Candidate* **2022**

- Product Club (co-president), Tech Club, Stanford Women in Management, contributor to Exponent product management coaching
- Coursework includes Optimization and Simulation Modeling, Statistics Using R, and Advanced Marketing: Product Launch
- Product strategy advisor for Menlo Ventures venture studio, owning discovery, wireframes, and go-to-market for interior design marketplace app.

Cornell University, **College of Arts and Sciences, Ithaca, NY,** *Bachelor of Arts, magna cum laude* **2013**

- Founded and oversaw Food section at the Cornell Daily Sun; worked as part-time local news and food writer at Huffington Post

EXPERIENCE

Autodesk, San Francisco, CA

Product Management Intern, Autodesk Construction Cloud (ACC) **Summer 2020**

- Cut customer time to value in half by overhauling ACC landing page navigation, in partnership with designer and 7 developers.
- As team champion for data-driven product development, built Amplitude dashboards for all features in development; shared best practices and success-tracking templates with other product managers across Autodesk.
- Established sprint retro and collaborative estimation processes with 2 dev teams, improving team satisfaction ratings by 50%.

Duolingo, New York, NY and Pittsburgh, PA

Product Management Intern, New Initiatives **Spring 2020**

- Owned the user research synthesis, specing, prioritization, and development of features related to Duolingo events Zoom integration, reducing customer helpdesk queries by 25 percent.
- Established processes for flagging abusive users and tracking feedback from Community team and end users.
- Presented market landscape and new product strategy recommendations to CEO and exec team on spoken language learning.
- Conducted landscape analyses of reputation management and user onboarding best practices to guide Event team strategy.

Mentor Collective (Techstars '15), Boston, MA

Two-sided marketplace connecting 60,000 students annually with alumni at 70+ colleges, including Princeton and UC Davis.

Product Manager, Director of Product **2016–2020**

- Created and owned product vision, roadmap, and quarterly goals. Grew the product from a static content library sold for $0-10,000 to a customizable, co-branded suite of tools sold and renewed in annual contracts worth $50,000-100,000.
- Increased customer NPS from 20 to 70, annual contract renewal from 50% to 95%, doubled annual revenue for 3 years in a row.
- Managed design and development of web onboarding flow and chatbot that doubled student conversion rates from 30% to 60%.
- Led company-wide rebrand and sales messaging workshop series, resulting in 30% increase in sales.
- Developed and ran agile sprint process, including backlog refinement and retrospectives, in collaboration with engineering team.
- Ran 100+ interviews with students, educators, market experts; prioritized and implemented hundreds of points of feedback.
- Reported directly to COO; hired and managed 8 full-time employees and 2 contractors across Product and Engineering teams.

Quad Learning, Washington, DC | Spokane, WA

Startup that raised $28 million and built a learning management system for community colleges to manage honors programs.

Associate Spokane Program Director, Senior Student Advisor **2013–2015**

- Owned user research for West Coast; met weekly with product/engineering team to share feedback and recommendations.
- Increased student engagement by 25% by leading the effort to integrate Facetime into Quad's platform.
- Met with 30+ college leaders and faculty to onboard them to Quad's web application and establish buy-in for the partnership.
- Designed retention and student experience strategies, resulting in 90% program-wide graduation rate, twice the national average.

LEADERSHIP + VOLUNTEERING

Women in Product Virtual Posse (Founder) **2019-Present**

Network for mid-career women to connect and discuss product challenges. Members include PMs from Microsoft, Hubspot, Headspace.

- Have hosted ~23 meetups so far, with 15-20 curated attendees per meetup, covering topics ranging from roadmapping to ethics.

Frequent conference speaker on product management, product/engineering collaboration, ed-tech, and equity in tech

- Favorite presentations I gave include "How to Not Kill Each Other: Product-Engineering Collaboration" (ProductCamp Boston, 2019)

RELEVANT SKILLS

Excel, SQL, HTML/CSS, Amplitude, Tableau, Figma, Atlassian Suite

PERSONAL INTERESTS

Piccolo + flute, urbanism, Margaret Atwood, pesto

Karim M. Lalji

Post Office Box Number 40555-00100 Nairobi ● kmlalji@stanford.edu ●254-722-820052

PROFESSIONAL EXPERIENCE:

ANJARWALLA & KHANNA LLP, ALN Kenya, (A&K) ***Nairobi, Kenya***

*The largest full-service law firm in sub-Saharan Africa and is also the founding member of Africa Legal Network (**ALN**) an integrated alliance of independent law firms across the African continent.*

Partner ***July 2021 - Present***
Senior Associate ***July 2017 - June 2021***
Principal Associate ***December 2015 – July 2017***
Associate ***July 2012 – December 2015***
Trainee Lawyer ***October 2010 – July 2012***

- Lead team of 25 Lawyers in Kenya and Tanzania and manage teams of lawyers in 13 African jurisdictions working on project finance and infrastructure-related transactions.
- Developed international client relationships and new market opportunities, which have resulted in the realization of revenue in excess of USD 1 million in annually.
- Liaise with clients (banks, development financing institutions, PE and energy and infrastructure funds, sponsors, large corporates and multi-nationals) to manage expectations and ensure first-class delivery of cross-border legal services.
- Manage complex legal transactions, including drafting, negotiating and structuring legal documentation with an array of stakeholders, which are of regional and strategic importance.
- Conduct research and attend international events to guide the strategic focus and operational development of the department.

Notable transactions:

- Advised international funds on acquisition and development of power generation assets in Guinea-Conakry, Kenya, Madagascar, Mauritius, Malawi, Mozambique, Namibia, Rwanda, Sierra-Leone, South-Africa, Uganda, Tanzania, and Zambia.
- Advised Lake Turkana Wind Power Limited on development of 310MW wind generation facility in northern Kenya; resulted in largest onshore wind farm constructed in sub-Saharan Africa, supplying 17-20% of Kenya's total power.
- Advised the sponsors (including, Actis, AIIM, General Electric, and the International Finance Corporation) on a 100MW wind powered generation facility in Kipeto, Kenya.
- Advising Kenya Airways on takeover and merger of operations of Jomo Kenyatta International Airport in Nairobi and the re-structuring of the Kenyan aviation sector; transaction of national importance, ensuring that Nairobi remains an international hub for air-traffic and as the gateway to Central and sub-Saharan Africa
- Advising the Aga Khan Development Network (AKDN) on its host country and other diplomatic agreements and protocols with the Government of Kenya and the Government of the United Republic of Tanzania. These agreements are akin to international treaties and create an enabling framework for the AKDN to effectively operate and fulfil their mandate impacting millions in Africa.

Other firm contributions:

- Prepared training materials and case-studies to teach other ALN firms on structuring project-finance transactions.
- Team leader of a cross-border publication of how to structure public private partnerships in Africa; used to roll out international training in best practices for regulators and policy makers.
- Pro-bono counsel on a host of matters for non-profits and charities establishing themselves in Kenya.

LINKLATERS LLP, (Secondment) ***London and Paris***

A global law firm headquartered in London with 30 international offices.

Senior Associate ***July 2017 – December 2017***

- Drafted and negotiated project agreements and security documents relating to Nacala project, which involved the development and financing of a railway line between Malawi and Mozambique.
- Made presentations to firm's global Africa group and engaged in business development activities in London and Paris.

EDUCATION:

[STANFORD GRADUATE SCHOOL OF BUSINESS] ***2021-2022***

M.S in Management Sloan Fellow

KING'S COLLEGE LONDON, University of London ***2006-2009***
Law, LLB Honors

AWARDS AND PUBLICATIONS:

- Co-authored the Kenya Chapter of Getting the Deal Through on Electricity Regulation in Kenya (2018-2020); Global Chambers Project Finance (Kenya) Guide (2015-2020); the Kenya Chapter in the Aviation Law Review (2013-2014); various Expert Guides published by the World Bank and articles published in newspapers and magazines in Kenya and Canada.
- Ranked in international directories as an up and coming lawyer in IFLR 1000 and a rising star in the Legal 500.

ACTIVITIES AND INTERESTS

Co-Founder*, Walinda Ya Haki Foundation** ***2012 – Present

- Co-founded charitable foundation providing free legal services to marginalized groups in rural areas of Kenya.
- Responsible for raising funds, coordinating logistics and liaising with local community leaders in rural areas to organize legal clinics that assist victims of tragedies.

Legal Member*, Aga Khan National Council for Kenya** ***2015 – 2021

Appointed directly by the Aga Khan as the Legal Member for the National Council, the highest social-governance institution responsible for 75,000 people in Kenya, Burundi, Namibia, Rwanda and South-Africa

- Conceptualized, implemented, and currently manage poverty alleviation and family mentorship program, with an endowment of USD 5 million.
- Serve on Board committee focused on COVID-19 immediate response taskforce, educational and cultural programs.
- Organized and set the agenda for over 25 seminars and events to disseminate legal information to people with limited access to legal information on topical issues affecting them.
- Mediated in over 50 disputes of a matrimonial, commercial, family and personal nature with a view to trying to ensure that aggrieved parties did not spend resources in courts and to avoid protracted litigation.
- Handled over 300 queries of a diverse nature for people with limited funds and access to legal representation.
- Organized wills clinics in 5 jurisdictions and oversaw the preparation of over 2000 wills for people who don't have ready access to legal services.

Interests*:* Current affairs; economics; politics; travel; reading; cricket; golf and tennis; trying food from different cultures and organizing food tasting trips and cooking courses for friends and colleagues.

Jill Lanney

(603) 520-8813 | jlanney@stanford.edu |linkedin.com/in/jill-lanney/

EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022 (expected)

- Activities: GSB Impact Fund (Chief Investment Officer); Social Impact Club (Co-President)
- Candidate for Certificate in Public Management and Social Innovation

Brown University Providence, RI
Bachelor of Arts in Public Policy and American Institutions 2016

- Honors: Phi Beta Kappa, Magna Cum Laude; Overall GPA: 3.95

EXPERIENCE

Encantos New York, NY
EdTech startup focused on equipping children with fundamental skills through a unique "storyteaching" approach 2021
Chief of Staff (MBA Internship)

- Designed roadmap for a new creator partnership program as part of Encantos' strategy to become full-service creator platform
- Advised the CEO and COO on implementing new processes for sustainable growth, including developing and rolling out new KPIs for all departments and a process for tracking and reporting progress against company-wide vision
- Partnered with the CEO on developing strategy for new partnership with Arizona State University to co-create best-in-class curriculum for use in K-5 physical and digital classrooms
- Spearheaded strategic planning for new nonprofit spinoff, Encantos.org
- Supported the CEO in investor conversations and diligence processes, ultimately raising an oversubscribed Seed round

The Bridgespan Group New York, NY
Global nonprofit management consulting firm 2016 – 2020
Consultant (promoted from Senior Associate Consultant and Associate Consultant)

<u>Strategic planning and program design</u>

- Designed organization strategy, 12-month implementation plan, and 5-year budget for Black Ambition, Pharrell Williams' startup investment fund and philanthropic vehicle focused on elevating Black and Latinx entrepreneurs
- Created strategic roadmap and funding proposal for a global humanitarian NGO (~$3M annual revenue), leading to ~$40M in philanthropic investment
- Developed four new consulting project offerings for Bridgespan to pilot in order to expand affordability of customized, high-impact consulting services to smaller nonprofit organizations, broadening potential client pool

<u>Quantitative and qualitative analysis</u>

- Projected future revenues and costs and assessed program-level financial health metrics for a $15M child welfare agency, leading to specific growth and investment recommendations for maximizing impact
- Analyzed options for new strategic content focus for Indian affiliate of a $100M+ early childhood education-focused NGO, resulting in adoption of new strategic direction for organization's work in India

<u>Facilitation and meeting design</u>

- Designed and facilitated three workshops (in person and virtual) for executive leadership team of a $100M+ grantmaking organization, leading to development of a new grantmaking process and revised decision roles

Next100 New York, NY
Startup, progressive policy think tank designed to change the face and future of progressive policy-making 2019
Program Manager (externship from Bridgespan)

- Built two-year strategic roadmap for organization in partnership with Executive Director, providing an actionable set of activities and metrics to guide organization's launch
- Executed priorities for organization's launch, including designing and implementing organizational tools and processes (e.g., performance measurement dashboard, advisory council structure, evaluation processes)
- Created external-facing mission, vision, and strategy for Next100 to use in publicizing itself and soliciting philanthropic funding
- Developed training curricula and onboarding strategy for founding fellow cohort to advance leadership and professional skills

ADDITIONAL

- Interests: Travel to 25 countries across 5 continents; Lifelong skier; Amateur *New York Times* Crossword puzzler
- Foreign Study: Danish Institute for Study Abroad in Copenhagen, Denmark (Fall 2014)

Santiago Larrain

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Candidate for Master in Business Administration, Class of 2022 2020

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE Santiago, Chile
B. SC. In Engineering 2015

- Double major: Industrial Engineering and Transportation Engineering.
- Honors degree (2009), Santander Top China Scholarship (2013)- City University of Hong Kong.
- Head of Trabajo País - Student Organization with 1,400+ volunteers (2012).
- TA for Algebra (2010) and Traffic Models (2013).

Experience

MINISTRY OF TRANSPORTATION AND TELECOMMUNICATIONS – GOVERNMENT OF CHILE
Santiago, Chile

Head of Strategic Development 2020

- Led cross-functional team of 15+ reports to model and implement long term strategy for bus supply, bus operations, smart payment card, fleet management system and financial operator auctions. System consisting of 3+ million travelers daily, 6,800+ buses, annual budget of USD 1.7 billion.
- Re-designed financial and technical models to increase competition of bus suppliers and operators doubling number of participants in system in 2 years and bringing investments of USD 1.5+ billion for new buses. Success case published by the World Bank Group in report "Lessons from Chile's Experience with E-mobility".
- Benchmarked and assessed world trends to shape future of transportation system of Chile framed by government regulations, directly reporting to the Minister of Transportation and Telecommunications.

Strategy Manager 2018 – 2019

- Championed end-to-end creation of new model for operational and financial structure for Transantiago´s bus fleet supply service worth USD 80 million/year and guided analysis to introduce first sample of 778 electric/clean buses, becoming the largest clean electric bus fleet outside China.
- Orchestrated extensive financial analysis for new transportation system budget and built relationships with internal and external stakeholders to drive negotiations with Ministry of Finance.
- Represented Chile as Keynote Speaker at the Chile Week - Beijing 2019, presenting to 50+ board members of major Chinese companies and stakeholders. Part of Chilean Official Committee for Chile Week with authorities (Former President, Congressmen and Congresswomen, Ministers and Ambassador). Conducted bilateral meetings with 10+ stakeholders.

ENTEL Santiago,Chile
Leading Latin American telco with USD 2.5 billion in Revenues
Strategy and Planning Manager 2017 – 2018

- Supervised team of 4 members responsible for long-term income planning for B2B business (USD 460+ million annually).
- Conducted strategic planning based on world market trends, pitched new business opportunities and release of 3+ new products in IT, mobile and fixed network areas for 125,000+ SME clients.

Business Development Analyst; Strategy and Innovation Department 2015 – 2017

- Performed strategic and financial analysis for new business opportunities related to infrastructure (US$ 1billion+ assets in Chile and Peru) and M&A, modelling and monitoring competition companies and potential acquisitions.
- Organized due diligence process with team of 10+ members in acquisition of telecom company in Peru and awarding of auction for electromagnetic spectrum worth USD 300 million.
- Designed and monitored real estate strategy for acquisition and leasing of land assets to support 6,000+ mobile antennas, collaborated with technical areas.

ROUTING UC Santiago,Chile
Pontificia Universidad Católica's Transportation Engineering Department spinoff specialized in designing logistics and transport solutions 2014
Solutions Analyst (part-time)

- Implemented optimization algorithm for distribution of schools, students, and teachers in southern Brazil. Also used modified version to plan routes for distribution of major newspaper in Chile ("El Mercurio").

Additional

- Fluent in English and Spanish, with basic level Mandarin Chinese. Regular practice of soccer, paddle, and scuba diving (PADI advanced open water diver certification and 5+ international diving trips). Great interest for farming and horse breeding after living 15+ years in rural areas of Chile.
- "Coemprende foundation" Volunteer– Entrepreneur mentor (2017-18) Coached strategically and financially entrepreneur, winning seed capital funding to buy infrastructure for startup. Continued offering advisory/mentoring.

JACK LASZLO

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA *Class of 2022*

- Master of Business Administration Candidate (GMAT: 760)
- Internships/fellowships: ServiceNow – Corporate Development & Ventures (Summer 2021); Rebel Foods – Strategy (Summer 2021); Pear VC – Venture Investing Fellow (2020-21)

THE WHARTON SCHOOL OF THE UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA *Sep 2012 - May 2016*

- Bachelor of Science in Economics with Concentration in Finance and Minor in History of Art (GPA: 3.7)
- Study Abroad Program in European Culture and Society at KU Leuven (Belgium) in Fall 2014
- Co-chair of Wharton Council and Co-chair of Wharton Alumni Relations Council

EXPERIENCE

THE CARLYLE GROUP Washington, DC

Private Equity Associate (Technology) *Jul 2018 - Jul 2020*

- Prepared thorough financial analyses and investment memoranda based on in-depth diligence of potential buyout and growth equity investments in enterprise software and services companies ranging in investment size from ~$200m to ~$2bn
- Provided ongoing support to management teams of portfolio companies in human resources technology and financial technology industries and prepared investment reporting for fund leadership and limited partners
- Led MBA application coaching program and mentored Analysts and Associates across firm

Select Portfolio & Transaction Experience

Workforce Logiq (PortCo): Leading provider of contingent workforce management software and services to enterprise clients

- Identified and evaluated potential add-on acquisition targets, culminating in sourcing and executing acquisition of ENGAGE Talent, an AI-powered recruitment software and data company that significantly enhanced Workforce Logiq's offerings
- Developed detailed liquidity forecast and recommended strategic and tactical actions while serving as primary liaison between Carlyle deal team and company CFO to navigate business challenges caused by COVID-19 shutdowns
- Engaged with Board and management team on issues of executive compensation, Carlyle portfolio sales opportunities, and new product introduction strategy

ION Group / Dealogic (PortCo): Largest global provider of trading, analytics, treasury, and risk management solutions for capital markets, commodities, and treasury management

- Led financial analysis and managed closing process for Carlyle's exit of minority investments in ION and Dealogic
- Reported to fund leadership and limited partners in connection with ION's 2019-20 acquisitions of Acuris (~$2bn), Selerity, MarketFactory, and Broadway Technology (~$600m)

Spend Management Software Provider (Final Bid)

- Drove commercial / market, financial, and product technology diligence workstreams leading up to final bid
- Collaborated with sales-oriented and product-oriented operating executives to develop post-acquisition value creation plan

EVERCORE New York, NY

Investment Banking Analyst (Media and Information) *Jun 2016 - Jun 2018*

Investment Banking Summer Analyst *Jun 2015 - Aug 2015*

- Built detailed, dynamic financial models and supported transaction processes for Comcast's acquisition of Sky (largest media industry acquisition announced globally in 2018), CBS's merger with Viacom, the Scripps Family's sale of Scripps Networks Interactive to Discovery, Shire's acquisition of Baxalta, Vista Equity Partners' acquisition of Education Advisory Board, Trader Interactive's sale to Goldman Sachs & Eurazeo, GTCR's sale of Hiperos to Coupa, and Wolters Kluwer's sale of Corsearch to Audax
- Interviewed and onboarded 20+ analysts and summer analysts as Recruitment Captain for University of Pennsylvania

INDIANA CARD PROMOTIONS Munster, IN

Co-Founder *Jul 2007 - Aug 2015*

- Managed coupon card fundraisers, retail promotions, and industry-leading carnival ride pass system that contributed over $1m of revenue to world's largest traveling amusement company – awarded NFIB Young Entrepreneur Award (2012)

ADDITIONAL

- Interests: snowboarding, art and architecture, online trivia, gaming points/miles to travel the world, ice cream
- Built team of MBA and engineering students with experience in online food delivery, fast casual restaurants, and culinary operations to launch ghost kitchen business as part of Winter 2021 cohort of Stanford GSB's Startup Garage

NICK LAUB

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Masters of Business Administration Candidate *2020 – 2022*
Illustrative Coursework: Accelerated Finance, Accelerated Accounting, Accelerated Optimization and Simulations Modeling

Colgate University Bachelor of Arts **Hamilton, NY**
Major/Minor: Political Science/Economics, *Cum Laude* | 760 GMAT *May 2016*
Leadership:

- Captain – Div. 1 Men's Tennis Team; led team to best record in 15 years, developed proprietary recruiting data platform
- Chairman – Student Government Associate (SGA) Executive Board
- President – Beta Theta Pi Fraternity; oversaw annual operating budget, 75+ active members, and 2,000+ alumni

EXPERIENCE

Group Nine Acquisition Corp. SPAC (NASDAQ: GNAC) **New York, NY**
Consumer & Media Investor *May 2021 – August 2021*

- $230m SPAC sponsored by Group Nine mandated to acquire a company in the consumer internet space, listed in January 2021
- Source, evaluate, and execute potential opportunities for the SPAC vehicle and investments for Group Nine Hold Co.

Evolution Media Capital (TPG Growth Fund/CAA Merchant Bank) **New York, NY**
Associate *Sept. 2018 – Sept. 2020*
Analyst/Assistant to CEO *May 2017 – Sept. 2018*

- Lifestyle, Media, Sports, and Technology focused growth-stage private equity investment firm and merchant bank partnered with CAA that manages a $1bn TPG (Growth) fund and provides traditional investment banking services
- Drove deal flow and transaction execution for investments and advisory transactions, conducted and published industry research
- Performed due diligence on prospective investments via financial analysis and modeling, market sizing, and competitive analysis

***Select Transaction Experience*:**

- **Boat Rocker Media – Growth Equity Investment:** Pre-IPO investment in international media and production company; performed financial and competitive due diligence, developed investment memorandum and company growth plan
- **The Athletic – Growth Equity Investment:** Series B and C growth investments; deal team responsible for initial and follow-on due diligence and market mapping, term sheet negotiation, and investment committee presentation
- **Churchill Capital II – SPAC Advisory:** Advised Churchill on the bid process for a $1bn+ international media company; led diligence on earnings and commercial agreements, managed the process with lawyers, accountants, and experts
- **Seattle NHL Franchise – Buy-Side Advisory:** Advised David Bonderman on the acquisition of an NHL expansion franchise; conducted valuation analysis for arena and franchise, built equity investment deck for syndication

Creative Artists Agency (CAA) **New York, NY**
Floating Agent Assistant *June 2016 – May 2017*
Intern *Summer 2015*

- Collaborated with senior agents in representation of blue chip athlete, actor/actress, and other talent clients
- Evaluated 100+ endorsement deals; performed market research and coordinated 20+ contract negotiations

Full Throttle Endurance **New York, NY**
Elite Team Member (Olympic and Sprint Distance) *2016 – 2020*

- 2017 & 2019 USAT National Champions, ROKA and Rudy brand ambassador

The Tennis Channel **Paris, France**
French Open Production Assistant *Summer 2015*

- Managed on-air talent, liaised with tournament officials and media outlets, and supported production crew

Octagon **London, UK**
Talent Management Intern *Summer 2014*

- Managed top tier European athletes, planned charity events, and orchestrated sponsor appearances

ADDITIONAL

Community:

- Mentor – Thought Into Action Institute; advisor to student and alumni entrepreneurs on Colgate campus ~1 weekend per month
- Board Director, Vice President – Jr. Hollywood, Television, and Radio Society; led daily operations for 400+ active members
- Jr. Board Director – Raisedby.Us; Created and oversaw 50+ member ambassador program, host 1 fundraising event per quarter

Interests: Triathlon racing, coaching youth sports, heart health, live music, astronomy, current events
Certifications: Series 63 & 79

HAILEY (HYUNJI) LEE

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EDUCATION

2020 - Present **STANFORD GRADUATE SCHOOL OF BUSINESS** ***Stanford, CA***
Master of Business Administration Candidate (Expected June 2022)

2010 - 2014 **WELLESLEY COLLEGE –** *B.A. International Relations – Economics* ***Wellesley, MA***
MASSACHUSETTS INSTITUTE OF TECHNOLOGY – *Cross-registered in 7 courses* ***Cambridge, MA***

- National Chair, Asian American Journalists Association's (AAJA) Student Broadcast Group
- President and Exec. Producer, WCTV (Managed staff of 50 across finance, marketing, and production. Secured grant to launch satire show with 37 eps., grew viewership by 10x)

EXPERIENCE

NBC UNIVERSAL – CNBC ***Englewood Cliffs, NJ***

2017 - 2020 **Economics Producer *(CNBC TV, CNBC.com, Asia/Europe Bureaus, NBC News)***

- Drove network-wide coverage of key economic developments—including Fed and monetary policy, economic data analysis, trade/fiscal policy—across 9 shows spanning 13 hours of daily live programming
- Led the development, data analysis and on-air reporting of CNBC's national surveys, widely tracked since 2006 as key barometers of American economic/market sentiment. Launched 11 All-America Economic Surveys and 20 Fed Surveys, conducting in-depth analysis alongside data scientists to identify national trends and forecasts. Negotiated external sponsorships for national tech survey with $50K annual budget
- Project managed 100+ live TV shoots, directing crews of 15 people and allocating $100K+ budgets. Led the production of 120+ exclusive interviews with global leaders such as Janet Yellen, Steven Mnuchin, Gary Cohn
- Developed automation tools for the creation of chart graphics for TV, reducing design time from 3 hours per TV segment to 15 minutes. Implemented time savings across the network by training 50+ producers
- Awarded 2 out of 5 NBC GEM Awards (monetary bonuses) available department-wide in 2018. In the 'Above & Beyond' category for exceeding expectations and exceptional leadership

2017 - 2017 **Segment Producer, Power Lunch *(Daily live business news show from 1-3pm ET*)**

2015 - 2017 **Associate Producer *(Accelerated promotion, youngest staff producer by 10 years)***

- Identified opportunity to integrate show's digital and TV platforms. Secured senior buy-in to lead effort and delivered 400% increase in content volume. Trained full team of 15 on new digital workstream and software
- Sourced and produced 100+ live interviews with CEOs, managing directors, policymakers, and entrepreneurs
- Created daily research reports on equities, investment strategy, and industry news to prep anchors for air

2014 - 2015 **Business News Associate, 18-Month Editorial Rotation Program**

- 3 selected each year, out of 2,000+ applicants. Published 130+ articles. Avg. 2.5K views per story (top 10%)

COMMUNITY & SPECIAL PROJECTS

2018 - 2020 **PRISCA PROJECT, LLC –** ***Pro-Bono Head of Operations & Finance, Film Producer*** ***New York, NY***
Documentary production startup that harnesses diversity and journalism to shed light on under-told stories

- Designed and executed best practices for production, financial forecasting & budgeting, tax/legal needs, managing 7 direct reports to ensure on-budget, on-time project execution
- Negotiated 15+ sponsorship deals to raise $1M for *Sky Blossom,* award-winning documentary about young military caregivers. Debuted at The Kennedy Center in D.C., accepted at 3 national film festivals
- Steered cross-functional team of 22 on film production, hired diverse editorial team, and greenlighted creative development decisions alongside Prisca CEO and MSNBC anchor Richard Lui

2018 - 2020 **NYCE 90.7 FM RADIO STATION –** ***Pro-Bono Content Strategy Consultant*** ***Winneba, Ghana***
Community radio station launched by nonprofit Challenging Heights to expand locals' access to information

- Identified 6 new growth/monetization opportunities by performing 6-month long business model review
- Conducted audience insight survey with 330+ locals. Trained 10 volunteers to ensure data collection quality control. Analyzed consumer data, implemented findings with 4 new targeted shows and diversified ad model

Summer 2018 & 2019 **AAJA's JCAMP –** ***Broadcast TV Team Leader (Volunteer)*** ***Detroit, MI/Atlanta, GA***

- Created and taught journalism curriculum to 43 under-privileged high school students in all-expense paid, week-long camp, partnering with journalists from NYT, Wash Post, top TV networks. Returning 2009 alum

ADDITIONAL

- **Advocacy for diversity in media:** Appointed by NBC Corporate Diversity Committee to serve as Chair of NBC Asian-Pacific Americans (APA) NJ Chapter. Tripled annual budget to $10K, doubled membership to 200+. Established mentorship initiative with top executives, created APA support network across 10 media firms (2018-2020). Served as Board Member of UNITY: Journalists for Diversity (2014-2016)
- **Languages**: Advanced in Korean and Spanish, Beginner in French
- **Interests:** Foreign-language TV/movie addict, vinyasa yogi, hot sauce aficionado (grow peppers, brew original recipes), will travel for SCUBA, die-hard foodie

Joo Hyun Lee

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EDUCATION

Stanford Graduate School of Business — **Stanford, CA**
M.S in Management Sloan Fellow (MSx Program) — *Jul 2021 – Jun 2022*

- *One-year, full-time accelerated master's program uniquely designed for accomplished leaders and executives*

Syracuse University *(with 2.5-year gap to serve in Korean army (mandatory, 2 years) and intern at G.E. (6 months))* — **Syracuse, NY**
Bachelor of Science in Computer Engineering | *GPA: 3.56/4.00 Cum Laude* — *Sep 2003 – Dec 2006, Sep 2009 – May 2010*

- *Honors: Dean's List (5 semesters), Merit-Based Scholar ($12K per year for four years)*
- *Engineering & Management Club (10 members), President (elected) – Presented findings on new industry trends. Advised students on designing graduation projects. Provided networking opportunities to students for job hunting (4hr/mo, Sep-Dec 2006, Sep 2009–May 2010)*
- *Korean Student Association (100 members), Treasurer (elected) – Raised $20K for club activities by hosting an annual fundraising gala. Created annual financial plan for events (e.g. athletic matches for Korean students at nearby universities) (3hr/wk, Sep 2005–May 2006)*

PROFESSIONAL EXPERIENCE

Keumyong Machinery (ship engine parts and textile machine manufacturer with 250 employees and $75M in annual revenue) — **Daegu, Korea**
General Manager, Sales Team / Industrial Machinery Division *(Mar 2019 – Present)* — *Nov 2015 – Present*

- *Lead team of 6 to serve 15+ clients across Switzerland, Denmark, Germany, Japan and China with combined revenue of $25M*
- *Renegotiated contract with engine designer, increasing profit margins by 15%. Grew 2nd and 3rd quarter revenues by 24% compared to 2018's*
- *Strategized procurement and implemented inventory scheduling system to improve throughput, increasing on-time delivery by 8%*
- *Enhanced customer satisfaction by 17% (measured by monthly survey) through shortening purchase order process and quotation procedure*
- *Designed verification and validation manual for newly deployed enterprise resource planning software and trained 30+ employees on it*

General Manager, New Business Team / Corporate Management Division *(Feb 2017 – Mar 2019)*

- *Created New Business team (started with a staff of 3, grew to 11) to identify and develop new business opportunities*
- *Designed next-generation waste disposal machines by formulating deep-learning algorithm for 3D object recognition system, winning $2M in sales by closing contracts with 8 local governments. Currently closing contracts with 44 additional local governments*
- *Developed go-karts with automatic emergency braking systems, generating $3M from 150-unit sales to racing park operator. Currently creating updated version for use in racing park franchises across Asia (same operator; expected sales: $15M total)*
- *Created and rolled out a firm-wide incentive system and employee performance review process, including key performance indicators*

General Manager, Sales Team / Textile Machinery Division *(Nov 2015 – Jan 2017)*

- *Conducted in-depth analysis of circular knitting machines (CKM) and developed CKM for shoes, making Keumyong 1st company worldwide to apply CKM to make footwear. Marketed CKM (e.g., pitched it in trade shows), generating $10M in sales from Nike and Adidas sub-contractors*

3Claps (online children's apparel retailer. Sold in 2017 to focus on Keumyong) — **New York, NY; Seoul, Korea**
Co-Founder *(1 of 3)* **and CEO** — *Oct 2012 – Nov 2015*

- *Architected and led a team of 15 engineers to implement web/mobile application during beta and production rollout phases*
- *Sourced 7 boutique brands; negotiated rebranding clothing items as 3Claps; sold 60+ orders/day to customers in the U.S. and Hong Kong*
- *Designed A/B testing solution to optimize Facebook marketing, lowering marketing cost by 80% 3 months after first sales*
- *Concluded a corporate discount deal with FedEx, lowering delivery cost by 75% and shortening international delivery time by 40%*

SK C&C (parent company of SK Group and leading information system operator in Korea with $2B in revenue per year) — **Seoul, Korea**
Associate, Mobile Commerce Business Team *(ranked #1 out of 250 associates in 2011 performance evaluation)* — *Jul 2010 – Oct 2012*

- *Developed Near-Field Communication mobile payment solution for Google Wallet, enabling 300,000+ merchants to accept contactless payments*
- *Executed, in team of 5, mobile payment projects in 9 countries (e.g., Singapore, Indonesia, UAE, South Africa, Australia) bringing in $20M in revenue*

Korean Augmentation to the United States Army (618th Dental Company / 65th Medical Brigade / 2nd Infantry Division) — **Uijeongbu, Korea**
Medical Noncommissioned Officer / Senior KATUSA / Sergeant — *Jan 2007 – Dec 2008*

- *Digitalized a comprehensive database of purchase history on pharmaceutical products, decreasing purchase ordering time by 60%*
- *Managed field / medical situational training exercises (7-hour monthly workshops) for the 30-member Platoon in US 2nd Infantry Division*

LEADERSHIP, COMMUNITY INITIATIVES AND ENTREPRENEURIAL ENDEAVORS

- *Vantage Automobile (Classic car restoration shop, 4 employees), Partner/Co-Founder (1 of 2) – Conduct weekly meetings to plan operations, purchasing and marketing strategy. Generated $180K in revenue Jan-Jun 2019, with 14% average monthly growth. (10hr/mo, Jan 2019–present)*
- *Boa Art Community (Art collector group dedicated to sharing art news/history, 8 members), Co-Founder – Lead monthly meetings to study and valuate new paintings. Paired 10+ young artists with art gallery owners to host exhibitions at those galleries. (6hr/mo, Mar 2013–present)*
- *Keumyong Orphanage Support Service (Corporate social responsibility initiative, 50 members), Volunteer – Fundraise $100K/yr to finance orphanages. Mentor 10+ orphans ages 6-12 on resilience in the face of emotional adversity. (4hr/mo, Jan 2016–present)*
- *Uni Missionary Association (Christian mission to support children in emerging countries, 200 members), Donor/Advisor – Donate $10K annually. Advise on financing and expanding missions in North Korea, the Philippines and Indonesia. (4hr/mo, Mar 2009–present)*

Richard Lee

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *Expected June 2022*

- GRE: Verbal: 167/170 (98th Percentile) | Quantitative: 169/170 (95th Percentile) | GMAT Equivalent per ETS: 780
- Extracurriculars: Co-President of Aerospace Business Club | Energy Club | Entrepreneurship Club | Tech Club

University of Virginia **Charlottesville, VA**
Bachelor of Arts in Economics, with Distinction *May 2015*

- GPA: 3.94 / 4.00 | SAT: 800 Verbal / 700 Math
- Awards: Phi Beta Kappa (received 3rd Year – top 4% of class), Echols Scholar, William M. Hill, Jr. Award (Department of Economics merit scholarship), Dean's List
- Extracurriculars: Jazz combo band, Hullabahoos a cappella group, St. Anthony Hall fraternity

PROFESSIONAL EXPERIENCE

Gladstone Capital (NASDAQGS: GLAD) – Private Debt and Equity Investment Fund **Washington, DC**
Senior Associate *July 2019 – May 2020*
Associate *July 2018 – June 2019*
Senior Analyst *September 2017 – June 2018*

- Promoted at every opportunity (promotions only occurred at the end of June) and progressed quickly to Senior Associate, concurrently with more experienced and tenured peers. Post-MBA hires usually begin as Senior Associates
- Deployed over $115M of debt and equity across 9 separate successful transactions in a variety of industries including Aerospace and Defense, Communications, Digital Marketing, Fitness, Government Services, Technology, and more
- Transitioned quickly from playing a supporting role on 3-person teams (Managing Director, Director/Principal, and Senior Analyst) to managing new investment evaluation and portfolio company processes directly with Managing Directors
- Managed and provided significant input into almost every aspect of the new deal evaluation and investment process, including driving general business and financial due diligence efforts, analyzing market trends and competitive dynamics, authoring 60+ page Investment Committee memos, creating comprehensive three-statement transaction models, presenting deals and diligence findings to Gladstone's Investment Committee, managing the legal documentation and negotiation process, and more
- Oversaw a portfolio of 17 proprietary and syndicated investments, including advising and guiding management through business and financial decisions, evaluating and structuring follow-on investments, preparing detailed financial and qualitative analysis on investment company performance provided to the Investment Committee every quarter, participating actively at portfolio companies' Board of Directors' meetings, managing management team relationships, and more
- Built a custom, complex financial model in support of developing a new Gladstone Capital investment vehicle and partnership with a commercial lender to increase Gladstone Capital's competitiveness in the market and expand the firm's capacity and flexibility
- Enhanced the Gladstone Capital organization by devising internal process improvements to maximize efficiency, developing more functional financial and transactional models for broader use, and creating new Investment Committee documentation and processes
- Balanced simultaneous deals and projects from multiple different Managing Directors with competing deadlines and priorities
- Received The Gladstone Companies' Positive Attitude Award in 2018

Houlihan Lokey (NYSE: HLI) – Investment Bank **Washington, DC**
Investment Banking Analyst, Aerospace, Defense, & Government M&A Group *July 2015 – August 2017*

- Completed 7 sell-side M&A transactions and numerous pitches with lean deal teams in the Aerospace, Defense, & Government industry, working directly with Associates, Vice Presidents, Managing Directors, and clients
- Provided significant input into each phase of deal processes, including: creating pitch materials, developing financial packages and valuation analyses (contract waterfall models, working capital analyses, precedent transactions, public comparables, DCFs, LBOs), drafting marketing materials (teasers, confidential information presentations, executive summaries, management presentations), conducting buyer outreach, creating IOI and LOI bid summary packages, and managing and driving due diligence processes
- Tracked Aerospace, Defense, and Government Services equity comps, including weekly reports to Managing Directors on drivers of substantial changes in market capitalization and other financial metrics and multiples
- Created and designed Houlihan Lokey's initial and quarterly Transportation & Logistics Newsletters, including defining and tracking equity comp sets, tracking M&A comps, tracking and selecting news stories representative of industry trends, creating public markets overviews, and tracking broad economic and relevant sector data
- Received 3rd year offer

SunTrust Robinson Humphrey – Investment Bank of Truist Financial Corp. (NYSE: TFC) **Atlanta, GA**
Investment Banking Summer Analyst, M&A Group (Received Full-Time Offer) *June 2014 – August 2014*

SKILLS, ACTIVITIES, AND INTERESTS

Training: Training The Street training program covering accounting and financial modeling (DCF, LBO, merger modeling)
Licenses: Series 79 & Series 63 licenses
Software Skills: Advanced Microsoft Office (Excel, Crystal Ball, Solver, PowerPoint, Word), R, Capital IQ, Thomson One
Interests: Space; technology; singing and playing saxophone and piano; arranging music; beach volleyball; tennis

ALEX LEHMAN

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA

Master of Business Administration Candidate *Class of 2022*

- MBA Fund Investment Partner; angel investor; Formulate Ventures LP; GSB Pride Group

HARVARD UNIVERSITY Cambridge, MA

Bachelor of Arts; Psychology Concentrator, Computer Science Minor; GPA: 3.6/4.0; GMAT: 730 *Class of 2015*

- Richard J. McNally Laboratory: developed software for identifying predictors of Post-Traumatic Stress Disorder and other mental illnesses
- Washington University School of Medicine: clinical research that contributed to the development of solutions for obesity and intestinal cancer

PROFESSIONAL EXPERIENCE

SAPPHIRE VENTURES, LLC – Venture Capital | Technology Palo Alto, CA

Senior Investment Associate (Promoted from Associate in July 2019) *July 2017 – Present*

- Part of 13-member investment team, managing ~$5B, that makes international technology investments
- Led investment diligence alongside CEOs and management teams for several fundraising and follow-on processes including Stackhawk, Contentful, Highspot, Monday.com, Livongo Health, Looker Analytics, Convercent, Localytics, LeanData and many others
  - Developed thesis regarding the investment opportunity based on in-depth financial and valuation analyses, market research and competitive dynamics, assessment of product-market fit, customer reference calls, and returns analyses
  - Prepared comprehensive investment memorandum to guide investment committee decisions and executed documents required to secure transaction funding from limited partners
- Prepared comprehensive analyses of historical fund and portfolio performance that was presented to limited partners in order to secure $1.3B in funding for Sapphire's fourth and largest fund
- Co-led 2018 two-week associate training program including comprehensive workshops in financial modeling and investment diligence
- Spearheaded research, coverage and investment team education of unexplored spaces of interest including consumer, healthcare tech, blockchain and female founded companies, culminating in new relationships, numerous diligence processes, and completed investments
- Led development of Sapphire's consumer investing strategy and presented comprehensive thesis to the firm
- Provided ongoing support to portfolio companies for financial and market-related needs such as benchmarking competitors & peers, landscaping and evaluating potential acquisition targets and establishing key metrics and developing materials for internal tracking and board meetings

CREDIT SUISSE (USA), LLC San Francisco, CA

Analyst – Investment Banking | Technology *July 2015 – April 2017*

- Participated in M&A, IPO and private placement processes in the internet, software and hardware sectors; prepared client facing materials, credit committee memorandums, and valuation analyses in conjunction with live transactions
- Led bakeoff and diligence process for Blue Coat Systems' IPO and subsequent $4.7B sale to Symantec
- Worked alongside CEO and management team of Domo for its $200M private equity financing
- Co-led 2016 Summer Associate & Analyst Technology training programs; co-created comprehensive presentation and template financial models
- Assisted in building and managing buy-side model for Dynegy's $6.25B acquisition and financing of thermal power plants in the Northeast U.S. as Summer Analyst in Credit Suisse Global Energy Group; deal team awarded "2015 Strategic Deal of the Year" by S&P Global Platts

ENTREPRENEURSHIP & ACTIVITIES

RIGHTFOOT – B2B Student Debt Alleviation *January 2018 – Present*

- Founding member of startup from Stanford GSB; awarded $65K Lightspeed Summer Fellowship grant; raised $6M+ seed & pre-seed funding
- Advised early iterations of business model development; led and provided full support for initial financial and fundraising needs including developing financial model, conducting market sizing analyses, and developing market opportunity thesis; operated in various roles as needed

WOMEN IN SPORTS TECH *January 2018 – Present*

- Advisory Board member for global non-profit driving growth opportunities for women in sports tech, to change the industry's gender ratio
- Led fundraising efforts, successfully proposing crowdfunding initiative to Board of Directors and building relationship with Sapphire Sport

TENNIS *1996 – Present*

- **Harvard Varsity Women's Tennis Team**: played singles and doubles; second in the Ivy League; clinched match to qualify for 2010 Division I NCAA Team Championship; worked with Friends of Harvard Tennis to raise funds and promote communication and involvement with alumni
- Missouri State Tennis Champion 2007, 2008 & 2009; St. Louis Post Dispatch Player of the Year 2007, 2008 & 2009; 2009 West County Female Athlete of the Year; 2009 John Burroughs School Varsity Captain; 2009 St. Louis District Player of the Year; 2008 National High School Tennis All American; individually ranked top 25 in national recruiting class of 2009; ranked #2 nationally of all 2009 NCAA team recruiting

OTHER

- Slyp: the first media platform curated by friends; CFO and Co-founder
- Kidskindles.com: co-founder; led development and launch of a website for charity that donates kindles to kids in Limon Library in Nicaragua
- Harvard Biomedical Engineering Society: founding member of Harvard chapter and Web-master
- Harvard Women in Computer Science; Jackie Joyner-Kersee Foundation Volunteer; Eliot House Office Staff; Physician's Assistant; Physical Therapy Technician for Advanced Training and Rehab; Burr Oak Camp Counselor
- **Interests**: mac & cheese enthusiast, true crime documentaries & podcasts, reading novels, music, hiking, collecting antique tennis rackets
- **Languages**: proficient in reading, writing and speaking Spanish

SYDNEY LEHMAN

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JOHNS HOPKINS UNIVERSITY **BALTIMORE, MD**
B.A. in Global Environmental Change and Sustainability, B.A. in Economics (Double Major) *Aug. 2012 – Dec. 2015*

- **Cumulative GPA**: 3.91/4.00; **Honors**: Phi Beta Kappa, Graduated with Honors, Dean's List (all eligible semesters)

PROFESSIONAL EXPERIENCE

SUNRUN, INC. **SAN FRANCISCO, CA**
Largest ($3.2bn+ market cap) residential solar and battery storage company in the United States
Director, Corporate Strategy & Operations *Sep. 2017 – Sep. 2020*

- Reported directly into the COO as Head Operations Integration and commercial due diligence lead for Sunrun's $3.2bn acquisition of Vivint Solar, the largest solar transaction ever done
- Lead 35-person organization to drive operational improvements across 23 different states and 46 branch locations
- Hired and managed an 8 person team to develop, execute, and scale company-wide operational business transformations focused on topline growth and cost; delivered $150mm of cumulative gross margin improvement from initiatives

Select Leadership and Project Experience:

- **Led commercial due diligence and operations integration for Sunrun's acquisition of Vivint Solar**
  - Built integration team to execute consolidation of warehouses, determine headcount and cost decisions, led cultural integration, and executed operational decisions to achieve $90m in cost synergies between the combined businesses
- **Led operational overhaul focused on improving customer experience; $70mm of projected margin expansion**
  - Recruited and managed team of 15 (sales, software, analytics, design, and engineering) that scoped, recommended, and operationalized customer experience overhaul focused on improving customer conversion from 40% to 70%
  - Led largest initiative focused on making Sunrun the 1st US solar company to become profitable with initiatives in-place to achieve profitability by 2022 with 30% margin improvement
- **Led holistic redesign of sales organization and process; $30mm of projected margin expansion**
  - Led team of 7 (customer experience, software, and sales) to transform predominately field sales to phone and online sales for $50mm cost savings by 2021
  - Resulted in improved salesforce retention by ~30% and improved customer acquisition costs by ~20%; increased visibility for sales, finance, and operations by shortening overall forecasting timeline from 2 months to 2 weeks

DR. KOO SKINCARE **ST. LOUIS, MO**
Luxury medical grade skincare startup focused on sustainability and modern biochemistry leveling
Co-Founder; COO *Oct. 2016 – Present*

- In partnership with plastic surgeon Dr. Michele Koo, co-founded direct-to-consumer sustainable skincare business
- Scouted, sourced, and developed partnership with manufacturers and distributers to produce sustainable products
- Developed/managed customer acquisition strategy and company financials to grow business to +$800K in annual revenue

CREDIT SUISSE SECURITIES (USA), LLC
Multinational investment bank and financial services company **NEW YORK, NY**
Investment Banking Analyst, Power & Renewables Group *Jun. 2016 – Sep. 2017*

- Pitched concept of renewable energy and sustainability "green" bond to Global Head of Power & Renewables group as $30mm revenue opportunity and eventually led initiative to underwrite Credit Suisse's first €550mm security in April 2018

LEADERSHIP & INTERESTS

- **Johns Hopkins NCAA Women's Varsity Tennis:** Captain, No. 1 Singles & Doubles *Sep. 2014 – Dec. 2015*
  - Captained 20-person team; created training program with University trainers still used today (legacy program); championed annual team-building service events to teach tennis to underprivileged children
  - ITA Indoor National Champions (2013-2015); NCAA National Championship Semifinalist (2014)

- **Interests:** Skiing, mountain biking, scuba diving, cycling, editorial photography, French baking, renewable energy innovation

Scott Levin Gesundheit

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650.804.0748 • scott1@stanford.edu

EDUCATION

STANFORD UNIVERSITY, JD/MBA, EXPECTED JUNE 2022 *Stanford, CA*
Joint Degree from Law School and Graduate School of Business; Student Coordinator of Pro Bono Clinic in Housing Law

HARVARD COLLEGE, AB, ECONOMICS, MAY 2011 *Cambridge, MA*
Academic Honors: *Magna Cum Laude*, Phi Beta Kappa, John Harvard Scholarship (Top 5% of Class), Detur Book Prize (Highest Freshman Honor), Robert C. Byrd Honors Scholar, Published in *Exposé* (Top 10 College Essays), High Honors Economics Thesis: "Unemployment and Domestic Violence: An Analysis of Economic Cycles in California and Florida"
Extracurricular Achievements: Ivy Oration Speaker at Harvard Class Day (Commencement), Editor of *The Harvard Lampoon* (Humor Magazine), Author of Book about Improvisational Comedy, President of Performance Comedy Troupe

LOS ALTOS HIGH SCHOOL, JUNE 2007 *Los Altos, CA*
Valedictorian, U.S. Presidential Scholar, National Merit Scholar, Newspaper Editor-in-Chief, AP Scholar with Distinction

WORK EXPERIENCE

HOLLAND & KNIGHT LLP — SAN FRANCISCO, CA *Summer 2020*
Summer Associate: Practiced land use law in a summer role for the West Coast's leading law firm in this area.

CALIFORNIANS FOR HOMEOWNERSHIP — LOS ANGELES, CA *Summer 2019*
Legal Intern: Engaged in impact litigation in a pro-housing non-profit organization affiliated with the California Association of Realtors. Drafted legal brief materials and actively participated in legal discovery process. Focused in particular on enforcement of California's new law requiring local governments to allow accessory dwelling units.

RIGEL PHARMACEUTICALS — SOUTH SAN FRANCISCO, CA *2017-2018*
Medical Writing Consultant: Assisted clinical-stage biotechnology company in bringing its first approved product, Tavalisse™, to market. Crafted materials and presentations to explain Tavalisse™ to a science and patient audience.

COHERUS BIOSCIENCES — REDWOOD CITY, CA *2016-2017*
Associate Medical Writer: Assisted biosimilar company in the clinical development of generic alternatives to the biologic drugs etanercept and adalimumab. Created technical materials, including posters, for a science audience.

SLG COMMUNICATIONS — SAN FRANCISCO, CA *2013-2016*
Created and edited technical documents and slide presentations for a variety of clients both in the non-profit and private sectors. Crafted media relations and communications strategy, from initial brainstorm to draft form to final product.

LOS ANGELES CITY HALL, 4TH COUNCIL DISTRICT — LOS ANGELES, CA *2011-2013*
Communications Deputy: Crafted speeches for Councilmember Tom LaBonge of the Los Angeles City Council. Produced talking points and memos. Created a weekly 2,000-word email newsletter for 5,000 readers.
Associate Planning Deputy: Explained local zoning rules to constituents and real estate developers represented by Councilmember Tom LaBonge. Interfaced with a variety of city departments and ZIMAS mapping software to achieve results for local issues. Worked with counterparts at Google Maps to create navigation solutions.

GENENTECH, INC. — SOUTH SAN FRANCISCO, CA *Summer 2010*
Health Economics Intern: Researched health outcomes goals for a leading biotechnology company. Analyzed pharmaceutical products in the Genentech drug pipeline. Compared side effect profile of Genentech's new drug against established competitors for purposes of market positioning. Created interactive presentations using new media.

ADDITIONAL INFORMATION

COMPUTER SKILLS: Expertise in publishing software, including Adobe InDesign and Adobe Photoshop. Statistical analysis experience with Stata. Experience with ZIMAS and NavigateLA city mapping software.
LANGUAGE: Fluent in Spanish. Professor/translator-level coursework at Spanish university. Exchange student in Buenos Aires, Argentina. Intermediate knowledge of French.
INTERESTS: Urban planning, transportation, Latin America, technology, jazz saxophone, humor, mid-century style.

Lucas Levine

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Education

Stanford University Graduate School of Business Stanford, CA, USA

Master of Business Administration Candidate and Knight-Hennessy Scholar (full-tuition scholarship) 2022

Boston College, College of Art & Sciences Honors Program Chestnut Hill, MA, USA

Bachelor of Arts in International Studies (Concentration: Political Science); Minor in Management & Leadership 2011-2015

- Academic Achievements: GPA: 3.84/4.00 • Magna Cum Laude • Phi Beta Kappa • GMAT: 770
- Honors Program: 4-year curriculum of Western literature, philosophy, and culture culminating in senior thesis
- Activities: Undergraduate Government of BC; Junior Fellow, Clough Center for Constitutional Democracy

Universidad Torcuato Di Tella Buenos Aires, Argentina

Semester abroad studying South American history, politics, and culture and becoming fluent in Spanish July-Dec 2013

Professional experience

Leadership Now Project Washington, D.C., USA (remote)

Membership organization founded in 2017 to help business and thought leaders take action to fix American democracy

Talent Consultant and Leadership Now Fellow Jun-Aug 2020

- Designed and implemented end-to-end hiring system that yielded 12 critical hires in 6 weeks (for organization with 8 FTEs)
- 2020 Election Support: Led workstream on fighting disinformation and created pitch materials for corporate partners/donors

Nova Pioneer Johannesburg, South Africa

Social enterprise founded in 2014 with a vision of building 100 innovative schools across Africa in the next decade

Head of Talent/HR, South Africa Jan-May 2020

Role: Led recruitment, HR, and compliance for staff contingent of ~370. Managed 5-person team. Served on regional leadership.

- Served on regional COVID-19 task force and led key elements of HR's response, incl. staff communications, supporting transition to remote work, and leading difficult conversations related to a hiring freeze and layoffs
- Secured approval from COO and MD to overhaul benefits offering, revitalizing a project previously shelved for 18 months
- Built dashboards to monitor real-time performance against Talent KPIs (recruitment, retention, compliance) across regions

Talent Recruitment Manager Mar 2018-Dec 2019

Role: Managed team of 3 recruiters and built scalable systems and tools for talent planning, budgeting, and hiring

- Rated as "Exceeding Expectations" in both years in role and promoted to Head of Talent/HR
- Oversaw doubling of headcount in under two years while radically expanding pipeline of prospective talent
- Cultivated high-performance, high-commitment team culture – rated by direct reports as "Effective" at providing support and development and "Effective/Very Effective" at providing acknowledgment and accountability
- Sustainability measures – Built and implemented systems and tools to generate yearly staffing budgets, determine annual salary increases, and help team leaders in South Africa and Kenya better manage finances

Global Innovation Fellow Aug 2017-Feb 2018

Six-month fellowship working on strategic projects with Nova Pioneer's Global Leadership Team:

- "Org 2020" – Led org-wide review of staffing model in preparation for financial and operational challenges of rapid growth, culminating in design and facilitation of workshops to decide on future-state org design
- Re-designed admissions tools and drove >50% increase in performance while managing team in interim capacity

Deloitte Consulting Boston, MA, USA

Business Analyst (promoted to Consultant prior to taking leave to join Nova Pioneer) Aug 2015-Aug 2017

- As core member of telecom strategy team, served in analytical, client-facing roles and earned reputation with leadership for financial modelling / analysis, working independently with clients, mentoring incoming analysts
- Sample cases: Vertical integration strategy for $80 billion merger; "disruption strategy" for Fortune 50 client's Mexico expansion (working bilingually with cross-border team); organization and systems overhaul for cell tower start-up

Additional

- Volunteered with pro-bono consultancy Inspire, Inc. from 2015-2018: Served as Client Development Lead, delivering consulting projects for local nonprofits in Boston. Led team of 5 analysts to develop strategic plan for one such non-profit.
- Languages**:** English (Native), Spanish (Professionally Fluent), French (Basic), Zulu (Basic)
- Other interests include foreign affairs, health & fitness, off-the-beaten-path travel, and global literature and film

Dorothy Li

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Education

Berkeley, University of California, *August 2007*
B.A. in Economics, plus 16 classes in Business Administration
National Merit Scholar (SAT: Math 780, Verbal 770)
Delta Sigma Pi, class of Fall 2005 (business fraternity)

Experience

Cambly Inc (education technology startup valued at $250M in Aug 2020) Jan 2015 - May 2021
Head of Operations *San Francisco, CA*
Promoted from Head of Tutor Operations to run the full suite of business operations, including technical operations, growth operations, and marketplace operations. Joined as the 3rd employee and reports directly to the CEO.

- Hired, trained, and managed a team of 5 full-time operations leaders and 29 contractors to run operations that support 100k active English learners and 9k active tutors (compared to 96 learners and 200 tutors in Jan 2015)
- Developed and scaled all tutor operations processes, including our complex hourly demand and supply prediction algorithm that guarantees that any time an English student opens our app, she sees available tutors that meet her specifications
- Tested product/market fit in almost every country in the world, launched growth operations in 10 markets, and installed GM's in 3 promising new markets: India, Latam, and Vietnam
- Developed Cambly's recruiting and hiring processes, including a strong emphasis on culture fit; personally hired 14 of the 34 members of the SF team
- Developed and scaled technical support from a single agent to 3 tiers of triage before reaching the product team; implemented our JIRA and Zendesk system which supports 36k support requests each month as of Feb 2021

MEED Media LLC (biz intelligence company with $30m ARR) May 2013 – Jul 2014
Commercial Finance Manager *Dubai, UAE*
Promoted from Financial Reporting Accountant. Partnered with 2 business units (which represented 50% of the company) as strategic support & analysis for business decisions. Worked with business units & the Finance team to deliver the strategic financial plan, the quarterly budget, and the monthly financial forecast along with variance to budget analysis.

- Modeled out pro forma revenue and costs for different event mixes, resulting in a recommendation to remove 3 out of 10 annual events; recommendation was adopted in 2015
- On a project basis, delivered "data scientist" work, with the goal of finding key patterns from a database of customer and billing information

E-Academy, Inc. (education-technology startup) Jan 2010 – Feb 2013
Co-founder and CEO *Los Angeles, CA*
Founded and bootstrapped an online education company from initial seed investment of $200K USD. Developed 20+ school partnerships, starting with cold calls and proposals to contract negotiation and scope delivery. Led a 3-person full-time team.

- Recruited and onboarded a team of 12 part-time tutors to teach our proprietary online teaching curriculum; in 2012, the average score improvement for students in our test prep program was 280 SAT points, one of the highest in the industry
- Hired and trained 3 regional salespeople to introduce our services to schools across Southern California
- Led the team through a major pivot, changing our service offering from a premium, 1:1 tutoring experience to an affordable, group tutoring experience
- Executed the company's direct mail marketing campaigns, increasing sales for the company up by 45% YoY in 2012
- Minimized business risk by conducting cost/benefit analyses, managing cash flow, and creating financial projections

BDO USA, LLP (5TH LARGEST PUBLIC ACCOUNTING FIRM) Sep 2007 – Dec 2009

Senior Audit Associate *San Francisco, CA*

Promoted from Audit Intern to Audit Associate to Senior Audit Associate. Served as the auditor-in-charge and key staff for the audits of public and non-public US companies with annual revenue up to $125 million USD. Audited a client list of 20+ companies included Sumtotal Systems (revenue: $125 million USD) and Westaff (revenue: $90 million USD).

Special Honors Received

- Ranked 1st out of 13 peer auditors of the same level in annual ranking for 2009
- Achieved highest number of annual billable hours for 2008 and 2009 in entire office of 70 audit professionals
- Selected for early promotion from Audit Associate to Senior Associate in under 2 years

ADDITIONAL INFORMATION

CPA (Certified Public Accountant), California

California Board of Accountancy: License #121922, Expiry: Nov. 2015

Language: Native English, Limited working proficiency in Mandarin Chinese

Special Skills & Interests: Standup comedian with 5 paid performances. Excellent wedding speaker, as evidenced by often receiving 30+ seconds of sustained claps, which is at least 6x longer than the protocol for politeness.

Eric Li

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Co-President of GSB Pride and Asian Business Student Association; Careers Committee; Arbuckle Leadership Fellow
- **Bessemer Venture Partners**, *InSITE Fellow*: Developed investment roadmap for data infrastructure and machine learning
- **ArcaWorx** (cloud security startup), *Intern*: Assisted with investor pitch, business plan, and market trends
- **Draper Associates**, *Venture Scout*: Sourced early-stage venture investments and participate in pitch days

THE UNIVERSITY OF CHICAGO Chicago, IL
Bachelor of Science in Mathematics, Bachelor of Arts in Economics 2012–2016

- GPA: 3.91/4.00 (Phi Beta Kappa and Honors); GMAT: 780
- President of Phoenix House residence hall, Co-President of Phoenix Funds, Tutor at Neighborhood Schools Program

EXPERIENCE

VALO VENTURES Palo Alto, CA
Early-stage (Seed, Series A and B) thematic venture capital firm investing in social, economic, and environmental megatrends
Investment MBA Intern Summer 2021

- Sourced potential startup investments, connecting with multiple founders invited to meet with full investment team
- Conducted thematic research project on climate risk insurance to develop thesis on trends and identify promising startups
- Assisted portfolio company in refining financial model for successful Series C fundraise

TRIPAROUND Athens, Greece
Seed-stage B2B software-as-a-service startup transforming experience planning for hotels and travel planners
Business Development MBA Intern (Stanford GSB global immersion internship) Summer 2021

- Developed new pricing strategy, prepared fundraising materials, and improved sales operations

H.I.G. CAPITAL San Francisco, CA
Private Equity Associate 2018–2020

- Evaluated private technology and business services investments and supported transaction diligence and negotiation
- Collaborated with portfolio-company executives on key initiatives; served as Board Observer and attended Board meetings

Select Transaction / Operations Experience:

- **Portfolio management of $1bn enterprise-technology-solutions firm Trace3, including merger integration**
  - Communicated directly with CFO, CMO, and VP Operations to help renegotiate distributor agreements; analyzed agreement economics via model and proposed optimal terms to team, increasing profit by $4m
- **Investment in and portfolio management of consulting firm Riveron, including two transformational acquisitions**
  - Created financing models, investment committee presentations, and compensation analyses for acquisitions
  - Collaborated cross-functionally with senior leaders to define growth strategy for new geographies, hires, and channels, leading to opening of new San Francisco office and new marketing efforts for private equity and law firms
- **Acquisition and merger of multiple digital-transformation service providers**
  - Researched digital-transformation market to prepare detailed industry presentation for senior team, kickstarting sustained multi-year team effort to acquire and merge multiple firms in industry
- **Acquisition of desktop-virtualization-software company**
  - Built unit-level financial model of licenses based on upgrade and retention rates to enhance investment thesis

CREDIT SUISSE New York, NY
Investment Banking Analyst 2016–2018

- Trained 40+ industry-group hires and helped design firmwide training for 200+ hires as Training Development Lead
- Received highest possible performance rating, allocated to ~10% of all analysts
- Spearheaded creation of external materials for three-month, ten-part project for key client on potential $100bn+ acquisition
- **Transaction experience**: Sale of Aurora Flight Sciences, drone- and autonomous-flight-technology company, to Boeing; sale of Israeli cyber-intelligence-software company NSO Group; seven additional announced transactions over $14bn (including lead advisory on financings, IPOs, and mergers)

ADDITIONAL

- *Board of Directors Member*, Science is Elementary (2018–Present); co-founded Finance Committee, developed new fundraising strategy, and spearheaded recurring-donation initiative for hands-on science education nonprofit
- Volunteer in LGBTQ community (2018–2020), volunteer tax preparer (2017–2018)
- Interests: Cocktails, 20th century history, hiking, urban planning, optimized travel, video gaming

GEORGE LI

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate *2022*

WASHINGTON UNIVERSITY IN ST. LOUIS **St. Louis, MO**
Bachelor of Science in Business Administration | Majors in Finance, Psychological & Brain Sciences *2016*

- *GPA:* 3.9 / 4.0 *ACT:* 36 / 36 *GMAT:* 760 / 800 (99th percentile)
- *Honors:* Graduated *magna cum laude*, Beta Gamma Sigma, Dean's List

PROFESSIONAL EXPERIENCE

CREATE MUSIC GROUP **Los Angeles, CA**
MBA Strategy Intern *2021*

- Evaluated current strategic positioning and conducted diligence on peer startups; identified opportunity for new product offering that the company launched at the end of the summer
- Led preparation for company's first institutional funding round (previously bootstrapped to ~$80mm revenue) including creation of pitch deck and identification of active investors in the digital media space

THE CARLYLE GROUP **New York, NY**
Private Equity Associate, U.S. Buyout *2018-2020*

- Evaluated buyout and growth equity opportunities as part of an 11-person team of investment professionals across consumer and digital media for ~$19bn U.S. Buyout fund
- Coordinated business diligence efforts resulting in two final bids and one add-on acquisition by collaborating with executive teams, managing third-party advisors and performing in-depth financial analysis
- Provided portfolio company support to the executive team of Ithaca Holdings; primary point of contact for the CFO for financial reporting purposes and led extensive liquidity forecasting efforts during COVID-19

Select Transaction Experience

- *Ithaca Holdings' ~$300mm add-on acquisition of Big Machine Label Group (closed June 2019)*
  - Coordinated with management team and third-party advisors to evaluate industry trends, conduct business and financial due diligence, and identify synergy opportunities
  - Spearheaded the creation of a pro-forma operating model with Ithaca and Big Machine CFOs in the absence of existing management projections
  - Led discussions and financial diligence process with lenders to secure financing for the transaction
- *~$100mm Series E investment in online education platform (submitted term sheet, lost on value)*
  - Led discussions with management for business and financial diligence; helped pitch Carlyle value-add across growth opportunities in enterprise / international, digital marketing optimization and IPO readiness
  - Evaluated addressable market size, subscriber KPIs, and unit economics to develop underwriting case and analyze potential returns to Carlyle
- *~$4bn Acquisition of family-owned Hispanic food business (submitted final bid, family declined to transact)*
  - Managed third-party advisors and operating executives across market, business and operational diligence workstreams
  - Spearheaded development of investment underwriting case through bottoms-up build of product category, retailer and geographical region
  - Led discussions with company management across functional areas to validate investment thesis and develop Carlyle value-creation plan

EVERCORE **New York, NY**
Investment Banking Analyst, M&A Advisory *2016-2018*

- Provided clients in the technology industry with strategic and financial advice regarding potential M&A transactions and other strategic alternatives
- Participated in all aspects of transaction execution; led discussions and interfaced with corporate development teams at various clients to prepare analyses and materials that were presented to c-suite executives and boards of directors

Select Transaction Experience

- *Advised Samsung Electronics on its $9bn cross-border acquisition of Harman International (closed March 2017)*

ADDITIONAL INFORMATION

- Young Professionals Board of Partnership with Children; fundraise and volunteer to support at-risk student populations in NYC public schools
- Enjoy squash, skiing, restaurants & food blogs, fantasy football, gaming, poker and travel

ALEXA LIAUTAUD

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WORK EXPERIENCE

DORM ROOM FUND 2020
Investment Partner
- Led by First Round Capital. Pre-seed VC firm focused on student-run startups including, Brooklinen, FiscalNote, and more

LIGHTSPEED VENTURE PARTNERS, Menlo Park, CA 2020
Consumer Investment MBA Intern
- Sole consumer team pre-MBA intern at Lightspeed Venture Partners, *($10B VC and Growth Equity Firm)*
- Sourced investment opportunities in media technologies, enterprise software, and consumer internet
- Developed investment theses and evaluated 30+ companies within video infrastructure and virtual events landscape
- Performed due diligence on 2 prospective deals and 2 closed deals (2 Seed, 2 Series A): drove market analyses (40+ calls), conducted customer references, devised financial models and created investment memo presented to LSVP partnership:
  - Closed Series A investment in global digital events platform
  - Closed Series A investment in a training and placement platform for sales reps
  - Series A investment in SaaS virtual destination platform for enterprise organizations
  - Seed investment in a video collaboration tool focused on streamlining remote work
- Led market (20+ calls) and product diligence on potential Growth investment in infrastructure technology
- Created comprehensive database of LSVP's founders to optimize diversity initiatives

NBC NEWS & MSNBC, New York, NY 2018 –2020
Correspondent
- Reported on-air and in print on major national headlines for NBC News, MSNBC, and other affiliated platforms
- Sourced, pitched and executed exclusive stories ahead of competition with varying deadline pressure (day-turn, long-form)
- Developed theses on economic and societal trends by leveraging large data-sets and qualitative analyses
- Built and maintained 100+ relationships with key decisionmakers, experts, entrepreneurs, CEOs and officials
- Relevant sourced stories:
  - Spark Neuro, a neuroanalytics company that measures emotion and attention, backed by Thiel Capital
  - Replika, an AI chatbot companion with 7+ million downloads and 500,000 MAUS
  - Pill Club, an online prescription and at-home delivery service for contraception
- Led optimization of broadcast enterprise software and hardware (e.g. Latakoo, Frame.IO, LiveU and BlackMagic)
- Nominated for multiple awards for investigative reporting, most recently from the Deadline Club (SPJ)

VICE MEDIA GROUP, New York, NY; Washington D.C. 2016 – 2018
Reporter
- Covered the intersection of technology, politics, and society for VNT – the Most Awarded Nightly Newscast
- Awarded *Paul Miller Fellowship* by the National Press Foundation for promising young journalists

THE WALL STREET JOURNAL, Paris, France 2016
Reporter – *M&A*
- Covered European company earnings, mergers and acquisitions, emerging technology across a variety of industries for the global WSJ edition, as well as Financial News, Private Equity News, and Dow Jones Newswires
- Published two WSJ Front-Page stories and one for the front-cover of the Business Section (B1)

BLOOMBERG NEWS, New York, NY; London, England 2014, 2015
Reporter – *Deals*
- Assigned to Deals team, covering mergers and acquisitions, IPOs and private equity transactions
- Covered IPOs of Fitbit, SkinnyPop, Planet Fitness, Terraform, among others

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA 2020 – 2022
Master of Business Candidate
***Additional**:* Stanford Investment Club, Stanford Women in Management, Venture Capital Club, Stanford Entrepreneurship Club

COLUMBIA UNIVERSITY, SCHOOL OF JOURNALISM, New York, NY 2016 – 2017
M.S. Journalism (Hons in Reporting)

STANFORD UNIVERSITY, Stanford, CA Class of 2016
B.A. History (Hons), Minor in Middle Eastern Literature, Languages, and Cultures

LEADERSHIP & ACTIVITIES

- **Council on Foreign Relations,** *Young Professional* *2020*
- **Seeds of Peace:** *Global Leadership Council Member* 2016 - Present
- **Languages**: French (Dual Citizen), Spanish (Advanced), Arabic (Intermediate)

KRISTIN LIM

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

CLAREMONT MCKENNA COLLEGE Claremont, CA
Bachelor of Arts in Economics — Accounting, with Honors 2013

- Tennis Team Captain, NCAA Division III Singles Champion, Capital One All-America Honors, Omicron Delta Epsilon

Experience

SQUARE New York, NY
Global *Product Marketing Manager* 2019-2020

- Responsible for growth, retention, and overall revenue of Square's 100+ person Restaurants business
- Owned the product marketing strategy including go-to-market, positioning, pricing, and lifecycle and growth marketing
- Launched Restaurants Freemium product in US, UK and AU that resulted in product adoption increase of 300%
- Created first of its kind tiered-base pricing strategy that grew revenue by 50% and became the industry standard
- Steered a 20 person cross-functional team on the global re-brand of Square for Restaurants that spanned 100+ properties

Performance Marketing Lead 2017-2019

- Defined marketing strategy and operative management for Square's Capital, Restaurant, Developer and Appointments products and aligned strategic vision across Product, Finance, Marketing, Data Science, Engineering and Sales
- As the first Marketing hire, managed a majority of the $100M+ Marketing budget and grew revenue by over 30% YoY through channels: social, search, direct mail, display, affiliates, mobile, podcast, video and radio
- Revamped Direct Mail's $16M program to enable decision modeling for targeting that generated $50M in revenue and forged a new partnership between Marketing and Data Science
- Established the performance marketing program for Square Capital that generated 1000%+ ROI after two months
- Trained, coached, and inspired team talent and direct report to scale growth initiatives

Marketing Analyst 2015-2017

- Worked cross functionally to solve ambiguous problems using data-driven analyses, tools and business instincts
- Spearheaded the annual planning process and forecasted, tracked and analyzed data to assess marketing's performance to goal and devised insights to inform optimization, best practices and go-to-market strategy
- Built and oversaw the hardware forecast for Retail & E-Commerce across 7 products, 3 countries and 4K store locations
- Convinced Marketing and Sales to invest in an outbound call center that boosted sales qualified leads volume by +150% and became a cornerstone of the Marketing and Sales strategy

SENREVE San Francisco, CA
A luxury handbag company for the multifaceted modern woman 2016-Present
Chief of Staff & Consultant (Part-Time)

- Developed brand alongside co-founders from ideation to launch
- Support co-founders across all functions — operations, marketing, customer experience, recruiting, events, and sales
- Launched marketing division through social channels and new marketing customer communication tools that drove an additional $60K in revenue in first three months

NAVIGANT CONSULTING (ACQUIRED BY GUIDEHOUSE) Los Angeles, CA
Senior Consultant 2013-2015

- Ideated solutions for strategic and managerial challenges using a data-driven approach and tools such as R and SQL
- Selected by executive team as youngest member of an engagement for a client that needed to restate its financials; partnered with the client's CTO and CAO to build a database to automate and scale analysis of deal financials and managed a team of 10 to leverage the database to assess 1K+ deals that saved over 200 working hours
- On behalf of Navigant's CEO, analyzed online employee ratings to identify factors governing employee reviews and delivered insights to the CEO and management to establish an ongoing review system

Additional

- Past volunteer work with ChickTech to encourage underprivileged high school girls to explore a career in STEM
- Volunteer work at Ladies Who Launch to empower and connect female entrepreneurs and business owners
- Enjoy tennis, skiing, singing, cooking and wine, broadway, golf, settlers of catan, skincare, traveling, interior design

Michael Lin

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EDUCATION

- **Stanford Graduate School of Business,** M.S. Management, Sloan Fellow, June 2022
- **UC Berkeley**, B.A. Psychology & Chinese & Rhetoric (triple), Department Citation (3.8 GPA), Dec 2011

WORK EXPERIENCE

Waymo (Self driving car spin-out from Google) ***Mountain View, CA***

People Operations Lead (Oct'19 - Jun'21) - managed a team of 3

- Led HR operations through 5x growth and many Waymo "firsts", including the raising of external funds (3.2B), M&A integration, international operations (UK & China), and business continuity during COVID remote work.
- Partnered across company-wide change initiatives, including the revamp of our performance management system, rollout of new role profiles/job architecture, future of work mobility, OFCCP/SOX compliance, etc.

HR Generalist (Jan'17 - Oct'19)

- Stood up critical processes to accelerate Waymo's path to scale and commercialization, including in the areas of people programs (manager summit/employee survey), employee services (HR deployment of Salesforce CRM/Intranet launch), recruiting (ATS implementation/offer letter automation), onboarding (new hire/ engineering orientation), and compliance (drug testing for autonomous vehicle operations).

X, the Moonshot Factory (Google's R&D Incubator) ***Mountain View, CA***

HR Generalist (Oct'16 – Jan'17)

- Took HR lifecycle processes in-house as part of standing up Waymo as a standalone company (e.g. equity planning, staffing operations, benefits, job changes, exits, etc); joined as employee 388 and 2nd HR hire.

Google LLC ***Mountain View, CA***

People Operations Specialist (Sep'14 - Oct'16)

- Oversaw global HR data integrity: leading 6 teammates to process 7K+ sensitive HR transactions monthly (>2bn spend), and ultimately working with engineers to build a new tool to automate data workflows.
- Led a 7 week consulting project on leadership diversity hiring: collecting inputs, formulating a strategic POV, and presenting recommendations to the global team for each stage of the exec hiring lifecycle.

Legal Operations/Chinese Language Specialist (Feb'12 – Sep'14)

- Accelerated workflow unification of the US/Ireland teams (reducing backlog by 75%); led an innovation committee, whose recommendations led to the forming of a new tech function within the LegalOps team.

ADDITIONAL EXPERIENCE

Hyphen (Asian Employee Resource Group of 6 Alphabet Companies)

Co-Founder & Chair (Nov'18 - Jun'21)

- Founded Hyphen as a "shared service" ERG model for newly spun-out companies (Waymo, Wing, Loon, X, Chronicle, Verily) to support members navigating the difficult start-up ecosystem; recruited leadership team, devised org structure/vision, led through COVID19/Anti-Asian Hate, and grew membership 10x in 2 years.

Asian Google Network (Asian Employee Resource Group at Google)

National COO, Professional Development Chair, Community Service Chair (Feb'13 - June'16)

- Founded/ran diversity themed exec coaching program for 3 years (35+ leaders); led a team of 4 to run career initiatives & cross-company exchanges; spoke at White House for 2016 AAPI Leadership Roundtable
- Led Google's first "Service Fair", recruiting a diverse coalition (e.g. Black, Women, LGBTQ groups); raised ~$30K for 5 nonprofits, rallying 7 cultural groups; won Google's Diversity Workforce Impact Award in 2014.

OTHER SKILLS & INVOLVEMENTS

MBA Course Facilitator - Stanford GSB, Interpersonal Dynamics (OB374) | *Jan'18 - Jun'21*
Certifications - SHRM-CP (2021), Prosci Certified Change Practitioner (2020)
Interests – triathlete, pro-bono facilitator, backpacker (30 countries), youth camp counselor, lifelong vegetarian

EMILIA J. LING
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Education

STANFORD GRADUATE SCHOOL OF BUSINESS STANFORD, USA
MD/MBA Candidate 2017 – 2022
- Member of Healthcare Business Club, Women in Management, Emergency Medicine Interest Group

HARVARD T.H. CHAN SCHOOL OF PUBLIC HEALTH BOSTON, USA
Master of Science in Epidemiology 2013 – 2015
- Master Concentrations in Infectious Disease Epidemiology and Humanitarian Studies, Ethics, and Human Rights
- Graduation Class Officer. Recipient of the merit-based HSPH Graduate Scholarship

UNIVERSITY OF TORONTO TORONTO, CANADA
Bachelor of Science in Genes, Genetics and Biotechnology 2009 – 2013
- Joint Minor in Environmental Biology with the National University of Singapore
- Honors with High Distinction. Canada Millennium Scholar (national recognition). Trinity College Chancellor's Scholar

Experience

STANFORD UNIVERSITY SCHOOL OF MEDICINE PALO ALTO, USA
Medical Scholars Researcher 2017 – 2020
- Selected for three competitive research fellowships. Awarded over $20k to conduct quantitative and qualitative research
- Identified drivers of healthcare worker burnout using quantitative mixed methods analyses with Stata and NVivo
- Identified socioeconomic factors that influence patient-perceived care through quantitative analysis of a national Medicare dataset with over 110,000 records. Published in Health Services Research, a policy-focused journal
- Planned COVID-19 antibody seroprevalence study in Santa Clara County. Successfully enrolled and sampled over 3,000 study participants in 3 days

HARVARD T.H. CHAN SCHOOL OF PUBLIC HEALTH USA, LIBERIA & TANZANIA
Visiting Scientist/Communications Lead *2016 – 2017*
- Appointed to lead all communications for The Lancet Global Health Commission on High Quality Health Systems
- Organized Commission's public launch events and led strategic meetings with global partners

Visiting Scientist/Core Research Team *Summer 2016*
- Promoted to work on the *Malaysia Health Systems Research Study*, a collaboration with the Government of Malaysia
- Developed proposal for new national health insurance plan, published in the project's Phase 1 final report

Visiting Scientist/Project Lead 2015 – 2016
- Led data collection and analyses for two international projects, *Resilient Health Systems* and *Maternal Newborn Health+*
- Spearheaded team of five research assistants to interview senior international and national health leaders in Liberia
- Created resilience framework identifying essential health system attributes for effective pandemic response. Applied framework to evaluate Liberia's Ebola response. Findings published in *The Lancet*, *BMJ* and *Health Policy and Planning*
- Developed data collection process for a cluster-randomized study on how clinic conditions influence maternal clinic attendance and newborn mortality. Managed implementation through a local team of 30 across rural Tanzania
- Restructured team needle disposal, improving efficiency and eliminating unsafe needle exposure for entire team

Project Manager, promoted from Research Analyst *2013-2014*
- Led the first phase of a project to deploy rapid tuberculosis diagnostics across 54 clinics in West Java, Indonesia
- Developed plan to recruit clinics for study and ensure cold chain transportation of tuberculosis samples
- Drafted grant proposal to USAID with multinational tuberculosis research team. Awarded grant in Summer 2013

Service

STANFORD UNIVERSITY PALO ALTO, USA
Graduate Public Service Fellow, *Haas Center for Public Service* *(funded by Valley Medical Fellowship)*
- Developed a new primary care referral system between Stanford's Emergency Department and two local primary care clinics to help non-acute emergency room patients establish primary care

Additional

- Established researcher with seven publications in high-impact academic journals
- Avid fitness enthusiast and ceramist. Planted 100k trees in rural Canada
- Canadian with U.S. Permanent Residency

Sam Linville

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Education

Stanford University Graduate School of Business — Stanford, CA
Master of Business Administration Candidate, 2022
Product Club, Tech Club, GSB Pride

North Carolina State University — Raleigh, NC
Bachelor of Graphic Design, May 2018
Valedictorian, Caldwell Fellow

Experience

Red Hat — Raleigh, NC

OpenShift Product Management Intern, 2021

- **Problem definition:** Led efforts to define the market problems for a new engineering workstream focused on network observability in OpenShift.
- **Roadmap creation:** Established an immediate and long-term roadmap and presented those plans during product-wide quarterly planning sessions.
- **Customer discovery:** Produced Customer Empathy Workshops with Fortune 100 customers to validate features and inform roadmap decisions.

User Experience Interaction Designer, 2019–2020

- **UX strategy:** Architected an end-to-end UX strategy for an image procurement tool that reduced delivery time from 24 hours to 5 minutes.
- **User research:** Designed qualitative and quantitative research programs for a diverse range of 30+ companies, from startups to Fortune 100 firms. Leveraged findings to influence roadmaps across 3 product units.
- **Roadmap creation:** Collaborated with principal-level product management to build quarterly and long-term roadmaps based on user research.
- **Direct customer support:** Engaged key customers to resolve critical issues at the request of Solution Architects. Settled a 2-week-long case in 1 day and used feedback from the customer to improve product documentation.
- **Product leadership:** Led the implementation of an integration with Azure infrastructure with workstreams across Microsoft and Red Hat.
- **Design leadership:** Directed visual design strategy for a new partner ecosystem application from concept through the public launch in 3 months, unifying a disparate strategy under a single pane of glass for the first time.

Global Co-Chair, Red Hat Pride, 2019–2020

- **Resource expansion:** Launched the first Red Hat Pride regional chapter in Europe, in Brno, Czech Republic. Consulted on the subsequent additions of two more chapters, including the first APAC chapter in Singapore.
- **System modernization:** Designed requirements to update an internal platform to be fully inclusive of transgender associates' preferred names.

Associate User Experience Interaction Designer, 2018–2019

User Experience Visual Design Intern, 2017–2018

Volunteer experience

Floating Doctors
Technical consultant, 2020

Implemented web platforms to increase recurring donations and passive income streams, bringing in additional funds for patient care in rural Panama.

ProBonoBrains
Co-founder, 2020

Provided pro bono management consulting advice to non-profit organizations in the wake of the COVID-19 downturn.

The Caldwell Fellows
Selection Review Alumni Committee, 2018-2020

Restructured the way Caldwell Fellows are selected at NC State University to better align with the program's ethos and goals.

Additional information

Software skills
Jira
GitHub
Linux
Docker
Kubernetes
Javascript
Python 3
SQL
HTML/CSS

Other interests
Cooking
Crossword puzzles
Writing
Web development

CONNIE LIU

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Paul & Daisy Soros Fellow

MASSACHUSETTS INSTITUTE OF TECHNOLOGY Cambridge, MA
Bachelor of Science in Mechanical Engineering 2016
- Phi Beta Kappa; 4.9/5.0 GPA
- Relevant Experience: Design for America, Founder & President; Society of Women Engineers, VP of Outreach

Experience

PROJECT INVENT East Palo Alto, CA
Founder & Executive Director 2018-Present
- Started a national nonprofit that empowers students to invent technologies that solve real world problems.
- Scaled the program to 1000+ teachers worldwide using our curriculum, 100+ teachers who have attended our weeklong training, and 50 schools that are part of our yearlong program.
- Raised over 600K of funding from individual, foundation, and corporate sources.
- Managed a team of 3 full-time staff and 5 board members in growing the Project Invent program.
- Presented at 15+ national & international education conferences on topics ranging from diversity in engineering to invention education.

NUEVA SCHOOL San Mateo, CA
I-Lab Engineer 2016-2018
- Designed and led courses in Robotics, Wearables, Social Entrepreneurship, and Design Thinking.
- Stated a student invention program that grew to 100 students (25% of the student body) and boosted minority participation in engineering by 250%.

LEARN CAPITAL San Mateo, CA
Summer Fellow 2017
- Performed due diligence on various companies in the education technology space.
- Completed market research and business strategy plans for portfolio companies, VIPKID and PhotoMath.

MIT MEDIA LAB Cambridge, MA
Undergraduate Researcher: Social Computing 2015-2016
- Deployed Sensei, a distributed sensor network, in three Montessori classrooms across the Boston area to monitor student learning.
- Conducted user studies with classroom teachers to evaluate the effectiveness and user experience of Sensei.
- Developed a Raspberry Pi-based video system to automatically capture classroom footage and sync with data from Sensei.

Undergraduate Researcher: Fluid Interfaces 2013-2015
- Developed the hardware and conducted multiple user studies for FingerReader, an assistive device to help blind people interact with text-based documents.
- Presented a workshop paper at the ACM CHI Conference and was featured in the Huffington Post and Time.

REST DEVICES San Mateo, CA
Product Development Engineer 2015
- Designed and programmed a manufacturing robot to automate the assembly of the Mimo Baby onesie.
- Performed safety and performance testing on beta prototypes of a new connected nursery product.

Additional

- **Languages:** Spanish: basic; Mandarin Chinese: proficient; English: fluent
- **Programming:** Python, HTML/CSS, Arduino, MATLAB, Javascript
- **Design:** Adobe Suite (Illustrator, Photoshop, InDesign), Solidworks, Fusion360, Onshape
- **Machines:** Laser Cutter, 3D Printer, CNC Router, Bandsaw, Panel Saw, Drill Press, Manual Mill
- **Awards:** Forbes 30 Under 30 Education (2020), Westly Prize Winner (2020), 4.0 Tiny Fellow (2018), Straubel Impact Leader Award (2018), Business Insider Most Impressive Students at MIT (2014)

MONICA LIU

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PROFESSIONAL EXPERIENCE

CareMatch – *Project Lead* March 2021 – Present
- Working under the mentorship of Steve Blank through Stanford's Lean Launchpad, an experiential course that guides teams through finding product/market fit and the fail fast, fail often mentality
- Creating a care-at-home service with the goal of filling the level of care gap between traditional home health and skilled nursing facilities. We have conducted 100+ customer interviews and created a go-to-market strategy

Stanford Healthcare, Department of Neurology – *Medical Student Researcher* March 2020 – September 2020
- Created a teleneurology curriculum for neurology residents and fellows to help facilitate effective and productive visits
- Measured the impact of the implementation of teleneurology on patient outcomes, physician burden, and healthcare cost

S-SPIRE – *Medical Student Researcher* November 2017 – September 2020
- Evaluated healthcare providers' cultural competency in relation to effective communication and previous training
- Investigated the disparities in surgical intervention for colorectal cancer patients between patients of different ethnicities

Cardinal Free Clinics – *Operations Manager* January 2018 – March 2019
- Implemented quality and process improvement initiatives to optimize the Free Clinics' healthcare delivery systems
- Led the Free Clinics' operations committee to provide funding and ensure smooth clinic flow

Biotech Connection Bay Area – *Due Diligence Consultant* May 2018 – December 2018
- Conducted due diligence on life science and digital therapeutic startups under consideration by a venture capital firm
- Evaluated company capabilities, market attractiveness, and competitive landscape
- Presented recommendations that informed venture capital investment decisions

Stasis Labs – *Business Consultant* March 2017 – May 2017
- Identified Health IT market entry strategies for continuous vitals monitoring hardware
- Conducted due diligence by meeting with Health IT experts, identifying best practices, brainstorming with the COO

EDUCATION

Stanford University | Stanford, California **Expected Graduation:** 2022
MD/MBA Candidate

University of Southern California | Los Angeles, California **Graduation Date:** May 2017
B.S. Business Administration | Marshall School of Business **Overall GPA:** 3.8
B.A. Biological Sciences | Dornsife College of Letters, Arts and Sciences

AWARDS

36th Annual Stanford Medical Student Research Symposium*, Top 10 Presentations* April 2019
- More than 30 physicians involved in selecting the top 10 presentations from a total of 60

Other Academic Achievements
- USC Trustee Scholar (Full Tuition Scholar), Phi Beta Kappa Honors Society
- Renaissance Scholar, Gold Family Fellow, USC Provost's Undergraduate Research Scholar, Global Leadership Program

LEADERSHIP & INVOLVEMENT

Mobile Clinic at USC – *Founder, President* August 2014 – January 2017
- Created a mobile clinic in conjunction with the Keck School of Medicine, JWCH health clinic, and the Student Run Clinic to bring free healthcare services to the homeless and low-income residents of Los Angeles; served 500+ patients

Los Angeles Community Impact – *VP of Fellowship, Consultant* September 2013 – May 2017
- Consulted Community Health Councils on creating a food hub servicing the South/Central Los Angeles Area by conducting a feasibility analysis and building an operational model; selected for the organization's biannual showcase
- Analyzed MED SRG's long-term financial sustainability via proposed revenue streams, identifying key areas for MED SRG to capitalize on to become less reliant on external funds; project selected for the biannual showcase

MEDICAL RESEARCH

Liu M, Miller M, Merrell S, Bruce J, Kin C, Morris A. A Comparison of Provider Perspectives on Cultural Competency Training: A Mixed Methods Study. Published in The American Journal of Surgery.

Liu M, Miller M, Bhattacharya J, Kin C, Morris A. Disparities in Surgical Intervention for Colorectal Cancer: A Seer Analysis from 2000-2015. Podium Talk at: 14th Annual Academic Surgical Congress; 2019 February 5-7; Houston, TX.

Ku S, **Liu M**, Rea S, Mulumba Y, Chen A, Dutta R, Kakusa B, Caceres W, Singh B, Charon M, Montacute T. A Tale of Two Sister Clinics: Comparing the Use of Online Scheduling Tools to Reduce Patient Wait Times. Accepted for publication: Journal of Student-Run Clinics.

ANDREW LOH

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — ***Palo Alto, USA***
HARVARD KENNEDY SCHOOL — ***Cambridge, USA***
Joint MBA and Master in Public Administration — ***Aug 2019-Jun 2022***

- Harvard: awarded 100% tuition fellowship (Kennedy and Carnesale Fellowships)
- Bloomberg Harvard City Leadership Fellow – supported Oklahoma City's police reform; COVID response
- Stanford: Champion, Executive Challenge. Top 3 of 210 teams in GSB's annual business case competition

SWARTHMORE COLLEGE — ***Swarthmore, USA***
Bachelor of Arts (Honors), *Political Science Major and Islamic Studies Minor* — ***Aug 2006-Jun 2011***

- GPA: 3.89/4.00. Phi Beta Kappa. Awarded 100% tuition scholarship

Product Management Experience

AMAZON — ***Seattle, USA***
Senior Program Manager Intern — ***Jun 2021-Aug 2021***

- Developed business case and strategy for new product in Amazon's retail business, for launch in end-2021
- New product projected to generate additional annual revenue of ~$500MM (+70%) within 2 years

KITAJAGAKITA.COM ("we take care of each other" in Malay) — ***Online / Malaysia***
Co-Founder — ***Mar 2020-Dec 2020***

- Launched a one-stop online platform / aggregator for COVID19 mutual aid initiatives in Malaysia
- Optimized user experience in channeling aid (financial, food, etc.) to vulnerable communities via NGOs
- Reached 300K+ users. Our platform became the default social media hashtag for COVID19 civic initiatives
- Awarded funding from USAID. Inspired similar mutual aid aggregators in Germany, Austria, India

PULANGMENGUNDI.COM ("go home to vote" in Malay) — ***Online / Malaysia***
Co-Founder — ***Apr 2018-May 2018***

- Fought voter suppression in Malaysia's 2018 election by launching an online get-out-the-vote platform
- Enabled 10,000 voters to travel to voting districts via peer-to-peer ridesharing and crowdfunding
- The top trending hashtag in Malaysia. Energized online engagement, helping drive 82% voter turnout
- Played a small role in ousting a corrupt Prime Minister and propelling the 1st regime change in history

Global Consulting Experience

TONY BLAIR INSTITUTE FOR GLOBAL CHANGE — ***Romania, Sierra Leone, UAE***
Consultant — ***Feb 2015-May 2019***

- **UAE**: Delivered foreign policy advice to 2 regional governments to build leader-to-leader ties, strengthen bilateral relationships, and navigate regional security challenges
- **Sierra Leone**: Accelerated implementation of $700MM post-Ebola recovery program across 7 sectors by establishing a delivery unit in the Office of the Chief of Staff, and 14 delivery units at district level
- **Sierra Leone**: Empowered 1.6K chiefs to monitor last-mile service delivery that increased access to free school lunches from 40% to 89% by debottlenecking a nationwide rollout for 1.2MM students
- **Romania**: Facilitated reforms across 4 ministries via a delivery unit in the Prime Minister's Chancellery

PRESIDENT'S OFFICE, TANZANIA — ***Dar es Salaam, Tanzania***
Technical Advisor — ***Jan 2013-Jan 2015***

Accelerated reforms in the Ministry of Finance by establishing a delivery unit that:

- Doubled Dar es Salaam property tax collection to $8MM in 2014 by enacting mass valuation techniques
- Fast-tracked a long-delayed amendment to the Public Private Partnership (PPP) Act by resolving disagreements between cross-functional ministries. Parliament unanimously passed the amendment

Languages and Interests

Languages: Fluent English; intermediate Malay, Mandarin, Cantonese; basic Arabic, Romanian, Krio, Hakka
Hiking: Kilimanjaro (Tanzania); Ala-kul (Kyrgyzstan); Torres del Paine (Chile); the Enchantments (USA)
Music: Performed with Lebanese superstar Marcel Khalife. Sang Jewish a cappella in college (Links: 1, 2)

ENRIQUE (QUIQUE) LORES

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020-present
- VP of Consumer Tech at Tech Club

NEW YORK UNIVERSITY New York, NY
B.A. Computer Science and Mathematics 2012-2016
- Cum Laude, Dean's List for all 4 academic years
- NYU Shanghai Study-Abroad, NYU Programming Team

Experience

Google New York, NY
Software Engineer III, Google Duplex 2017-2020

I built talking robots. Duplex is a conversational AI technology, whose first applications allowed Google Assistant users to request that Google call a business on their behalf to complete tasks such as booking appointments or checking opening hours.

- Engineering Lead behind two Covid19-response efforts:
  1. Lead effort of teaching a Duplex bot its first non-English language. Gave my voice to and launched Spanish-speaking bot in Spain, Puerto Rico, Mexico. The updated opening hours of thousands of stores that changed due to the pandemic were seen by tens of millions of people.
  2. Jumpstarted bot that called stores to check on inventory of certain items in high demand / low supply (e.g. toilet paper or face masks). Updated over 1M people on availability of items.
- Engineering Lead for Duplex's Hairdresser Reservations vertical. Lead a team of 4 engineers. Oversaw user-facing product as well as development and automation of the bot. Turned prototype showcased at Google I/O '18 into a launched product.
- Spearheaded project experimenting with alternate task delegation paradigms that would allow users to be involved in the call between our bot and the business. Lead a team of 2. Ultimately proved that it was technically feasible but learned that users didn't understand or want this model.
- Lead the Restaurant Booking integration with Assistant from design to launch. Initially, this was the only way users interacted with our highly anticipated product. The UX was praised by NYT and the Verge, and it continues to be a major source of Duplex's traffic.

Software Engineer II, DoubleClick Bid Manager and DoubleClick Digital Marketing 2016-2017
- Redesigned and rewrote the Insertion Order & Line Item pages to improve usability and efficiency. Owner of the TrueView (YouTube ads) flow, DBM's most lucrative business.

Twitter San Francisco, CA
Software Engineering Intern, Commerce Team 2015
- Created a new experimental Twitter micro service from scratch to support the brand-new Loyalty initiative
- Developed the UI for Offers for iOS and Web.

Watchup San Francisco, CA
Intern 2013-2015
- Wrote several server tools to enhance the new version of Watchup's backend. Implemented algorithm to calculate similarity between videos in real time.
- Designed and developed the admin dashboard, the forgot/reset password flow, and share video websites. Redesigned company website.
- Lead the QA process in preparation of the launch of Watchup 2.0, which was featured by Apple, covered by TechCrunch, The Economist and others.

Additional

- Languages: Fluent in English, Spanish, German and Catalan. Advanced French. Basic Mandarin.
- Programming skills: Python, Java, C++, JavaScript, Dart, Node JS
- Hobbies: Cycling, skiing, traveling, swimming, soccer

Philip (PJ) Loury

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EDUCATION

STANFORD UNIVERSITY- GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
MBA Candidate: Healthcare Club, Tech Club, Product Club **Class of 2022**
- Organized a leadership development program for 70 of my classmates to share industry learnings & best practices

UC BERKELEY/UC SAN FRANCISCO **Berkeley, CA**
Master of Translational Medicine (medical technology entrepreneurship) **Class of 2014**
- Built a CellScope iOS mobile app and Python web app telemedicine system for diabetic retinopathy

UC SAN DIEGO **La Jolla, CA**
BS: Bioengineering, Magna Cum Laude, Irwin Jacobs full-tuition Scholarship **Class of 2013**
- Founded EWH at UCSD- raised over $15K to lead a team of 24 in building an HIV viral load monitoring system
- Placed 2nd in EWH national design competition for thermocycler and gel electrophoresis devices

PROFESSIONAL EXPERIENCE

HELPING HANDS COMMUNITY (last-mile delivery for food banks during COVID-19) **Remote**
Head of Product **Mar 2020 – Aug 2020**
- Established company's 1st ever product development infrastructure: a strategic planning process, issue tracking system, monthly KPI goals and analytics dashboard, and product requirement reviews
- Secured buy-in from the C-Suite and technical department heads to pivot to an enterprise model to achieve product market fit, leading to an increase from 1 to 8 enterprise customers and 2,000 to 12,000 deliveries in under 2 months
- Oversaw all product development for consumer, enterprise, and internal tooling products and digital marketing surfaces. Hired and coached a team of 5 product managers and product analysts to further develop these areas.

LIFE360 (#1 family location sharing & safety services app, 25 million MAU) **San Francisco, CA**
Head of Product, Family Safety Services **Dec 2018 – June 2020**
- Led a team of 12 engineers, designers, and QA to develop and execute against safety feature product roadmap
- Led the 8-month development and launch of a life-saving crash detection feature to alert family members when someone has been in a car accident. Over 6,000 accidents detected and $1M 2020 revenue contribution
- Oversaw the 6-month development and launch of a police dispatch feature used by 30,000 users weekly, a travel nurse hotline, and an online identity theft protection service.

UBER TECHNOLOGIES **San Francisco, CA**
Technical Product Manager, Location Services **Aug 2017 – Nov 2018**
- **Strategic Planning:** Identified a $350M opportunity to reduce trip cancellations by increasing pickup location accuracy with Wi-Fi fingerprinting ML model and contextual POI labeling for drivers
- **Execution:** Coordinated 3 engineering teams to integrate POI pickup location data, index it, and serve the info to drivers. The subsequent launch reduced rider/driver contact rate by 2.2%

Mobile Software Engineer, Ride Experience **Aug 2015 – Aug 2017**
- **Product Engineering:** Built the pickup & drop-off location search and favorites components that have powered over 1 billion ridesharing trips in the past 4 years on iOS.
- **Leadership:** Led a cross-functional team to receive WCAG certification and allow Uber's 50,000 blind & low-vision users full access to life-changing transportation services via VoiceOver interface.
- **Creativity** Placed 3rd in Uber Hackathon by building a feature for groups to synchronize multiple Uber rides to automatically arrange carpooling and allow participants to arrive at the same place at the same time.

JAWBONE (health & fitness software & wearable company) **San Francisco, CA**
Software Engineer, UP **Aug 2014 – Aug 2015**
- Built iOS app components to connect to Apple & Health & visualize data from Jawbone's fitness wearable

ADDITIONAL INFORMATION

Projects: Self-published 5 mobile & desktop apps relating to weather, music, trivia, jewelry, and wine
Skills: Swift mobile dev, JavaScript web dev, JIRA, AWS, & Google Cloud admin management
Interests: Avid drone videographer, EDM/House DJ, and SCUBA diver with dives on 4 continents

Connor D. Love

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EDUCATION

Stanford Graduate School of Business, Stanford, California *2022(expected)*
Master's in Business Administration (MBA)

University of Oxford, Oxford, United Kingdom *2015*
MSc in Comparative Social Policy
Thesis rated in top 20 percent of peers

United States Military Academy, West Point, New York *2014*
B.S. in Management with Honors (Systems Engineering focus) and Applied Statistics
GPA: 3.9 cumulative, ranked number 1 out of 195 in major

PROFESSIONAL EXPERIENCE

Lightspeed Venture Partners (LSVP), *Investment Intern*, Menlo Park, CA *present*

- Responsible for researching, sourcing, and scouting potential fintech investments for senior partners
- Support the business development team to assist portfolio companies with go-to-market strategies
- Serve as military/veteran ambassador to engage with veterans in the entrepreneurial community

Acquired FM Podcast, *Data & Business Development Manager*, San Francisco, CA *present*

- Lead investment-focused podcast's data science projects to increase customer engagement and reduce churn
- Support business expansion and develop go-to-market strategies to monetize and grow the podcast
- Create data visualizations to increase customer involvement in subscription-based limited partner program

Office of Security Cooperation Iraq, US Consulate Erbil, *Defense Attaché,* Kurdistan Region, Iraq *2019-2020*

- Senior military advisor for all related security assistance and security cooperation related activities for US gov.
- US rep. to the Ministry of Peshmerga to support defense institution building and military reform to defeat ISIS
- Responsible for facilitating $261 million in defense equipment transfers to support a secure and stable Iraq

Commander's Action Group, US Army Pacific Command (USARPAC), *Strategic Advisor*, Ft. Shafter, HI *2018-2019*

- Speechwriter & advisor to General Robert Brown, Commander US Army Pacific (106K total personnel)
- Managed and communicated the strategic direction for USARPAC human performance programs
- Selected as the principal advisor for congressional engagements and an assistant for foreign engagements

Strategic Effects Directorate, USARPAC, *Project Manager*, Ft. Shafter, HI *2017-2018*

- Led program (team of 5) for exploring, solving, and testing human performance challenges of US Army Pacific
- Hand selected from 85 peers to develop research design and metrics for 'Human Dimension Experiment'
- Changed the Army's human resource management by validating the use of behavioral & personality assessments

3/4 Cavalry Regiment, 25th Infantry Division, *Reconnaissance Platoon Leader*, Schofield Barracks, HI *2016-2017*

- Responsible for the training, health, welfare, and combat effectiveness of a 30-soldier reconnaissance platoon
- Rated in top 20 percent of all officers in his position and was responsible for over $20M in equipment
- Planned & executed successful deployment to Australia to build alliances & posture for response to N. Korea

Office of Chief Legislative Liaison, *Senate Division Liaison Officer*, Washington, D.C. *2014*

- Assisted Senators and their staffs in understanding policies, actions, operations and requirements of the Army
- Served as primary military and veterans point of contact and representative for US Senator Ron Wyden
- Collaborated with the staff of the Committee on Veterans Affairs to help Senators understand military transition

UNDERGRADUATE AND GRADUATE EXPERIENCE

- Catcher, NCAA Division I Army baseball team (1st team all-academic recipient, two NCAA Regionals)
- Rower, St. John's College Oxford, men's top division boat
- Published articles in *Modern War Institute*, *Stars and Stripes, The Huffington Post,* and *The New York Times*

COMMUNITY DEVOTION

U.S. Expeditions and Explorations (USX), *Co-founder,* research veteran service organization (1000+ hours)
Operation Hale, *Project Lead & Co-founder,* homeless outreach program, Honolulu, Hawaii (95+ hours)
Team RWB, *Chapter Captain*, veteran service organization, Oxford, United Kingdom (200+ hours)

HONORS

USMA Leader-Athlete Award (West Point athlete who best represents leadership and scholarship), Rhodes Scholarship Finalist, Business Insider's "Most Impressive Students at West Point," Rotary International Scholarship Winner, Commandant's List (rated in top 5 percent of all Armor officers), Knight-Hennessy Scholarship Finalist

Nina J. Lu

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EDUCATION

Stanford Graduate School of Business, Stanford, CA 2022
Masters of Business Administration Candidate

The Wharton School, University of Pennsylvania, Philadelphia, PA May 2016
Jerome Fisher Dual-Degree Program in Management and Technology
Bachelor of Science in Economics, concentration in Finance
Bachelor of Science in Computer Science, Minor in Mathematics
Cumulative GPA: **3.92/4.00** *GMAT:* 780

- Wharton Dean's Advisory Board (Recruiting Chair), Wharton Small Business Development Center (Case Lead, Tech Vertical Director), PennApps Hackathon (Accelerator Program Co-Founder), CIS Faculty Appreciation Award, UN Commission on the Status of Women Student Delegate
- Dean's List, elected to Beta Gamma Sigma and Tau Beta Pi
- Palantir Women in Tech Scholarship (2015), Box Women in Tech Scholarship (2014), Facebook Grace Hopper Scholarship (2014), Apple Worldwide Developers Conference Student Scholarship Recipient (2014, 2015)

EXPERIENCE

Pillpack by Amazon Pharmacy, Greater Boston, MA 2018 – 2020
Senior Product Manager, B2B

- Joined pre-Amazon acquisition as a business analyst and developed product analytics for scriptchasing and pharmacy transfer process. Developed weekly operational metrics and internal / external reporting for B2B partnerships across pharmacy, customer care, fulfillment, partner success
- As a senior PM, managed and operationalized experimental B2B healthcare partnerships and initiatives, resulting in 6x YoY B2B ARR growth

Kleiner Perkins, Menlo Park, CA 2017 – 2018
Associate, Digital Growth Fund

- Due diligence for growth stage investments in robotics, internet of things (IoT), and digital health. Closed $10M Series B investment in N3twork
- Wrote and researched Digital Health section of 2017 Internet Trends Report, wrote thematic deep dives including Pharmacy 2.0

TPG Capital, San Francisco, CA 2016 – 2017
Private Equity Analyst, Technology Group

- Due diligence for enterprise technology leveraged buyouts (healthcare IT, enterprise SaaS)
- Due diligence on later-stage technology growth investments including Brava (smart oven), and other digital internet companies
- Produced sections of Jim Coulter's LP conference presentation on market disruptions and investment strategy

Morgan Stanley, Menlo Park, CA 2015
Investment Banking Summer Analyst, Technology Group

- Advised a global athletic brand on the valuation of a fitness mobile application acquisition target
- Developed positioning strategy for an education technology company preparing for a pre-IPO roadshow

Microsoft, Inc., Redmond, WA 2014
Product Management and Software Engineering Rotational Intern

- Developed a system to crowd-source training data for Microsoft's best-in-class handwriting recognition machine learning algorithms
- Enabled data collection and transcription of handwriting samples to increase input support for languages like Thai, Vietnamese

Apple, Inc., Cupertino, CA 2013
Business Operations Intern in Worldwide Developer Operations

- Conducted strategic market analysis on different development platforms for iOS, Android, and Windows
- Automated iOS beta release process and developed video editing, public release workflow for Apple Developer Conference; details under NDA

National Institutes of Health, Bethesda, Maryland Summer 2010 – 2012
Intramural Research Intern

- Conducted HIV/AIDS, Ebola vaccine research on computational antibody-antigen protein binding
- Co-author in paper published in the Journal of Molecular Biology (April 2017)
- Intel International Science and Engineering Fair (ISEF) (Finalist, 2nd internationally in category), Siemens Science Competition (Semifinalist), Junior Science and Humanities Symposium (3rd), Davidson Institute Fellow, US Public Health Service Award

ADDITIONAL INFORMATION

- Filed provisional patent for a COVID-19 neutralizing antibody test
- Started and folded Dose Chocolate, a direct-to-consumer business that sold keto dark chocolate that helped prevent UTIs
- Developed a proof-of-concept SMS-based global epidemic tracker through the Wharton Social Impact Research Experience (SIRE)
- Enjoy volleyball, paddle boarding, magical realism, and tech blogging (https://medium.com/@ninajlu)

ROY LU

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Education

Stanford Graduate School of Business | *MBA Candidate* — Palo Alto | 2022
- Co-President of VC Club, Co-President of AI Club
- **Coursework:** Deep Learning (Andrew Ng), Venture Capital and Entrepreneurship

Northwestern University | *B.S. in Biosoftware Engineering* | *Magna Cum Laude* — Chicago | 2013

Chartered Financial Analyst | *Level 1* — 2019

Experience

Morpheus Ventures | *MBA Senior Associate* — Los Angeles | 2021 – present

Amazon AWS | MBA *Senior Product Manager* — Seattle | 2021 – 2021

Lightspeed Venture Partners | *Growth Equity Pre-MBA Associate* — Menlo Park | Shanghai | 2020 – 2020

Growth Equity group, drawing from $1.5bn Global Opportunity Fund, $252mm Select I, and $360mm Fund IV
- Led financial analysis and modeling to determine growth equity returns, transaction terms, operating forecast, and TAM sizing, drafting presentation to Investment Committee that led to approved bids
- Support portfolio CXO's on M&A opportunities and financial analysis, tracking key SaaS and business metrics
- Authored three sector analysis reports identifying high-growth market opportunities valued at $72 billion by 2025. Domain expertise: AI, MLOps, SaaS, software-enabled services, Fintech, and Medtech

Select Transaction / Project Experience:

Tungee | *Series C round at $250m valuation in an AI-driven SalesTech company*
- Owned financial analysis on operating projections and market sizing and performed competitive analysis, based on which deal team received Committee approval to submit a final bid joined by pro-rata investors
- Led 35+ due diligence sessions through coordination with deal team, expert networks, and counsel

ConvertLab | *Series B investment of $15m in a CDP company offering data-analytics and data-management*
- Diligenced the deal by leading 30+ expert & customer calls and conducting management diligence sessions
- Spearheaded financial analysis of the segmented serviceable market of data management and analytics

Beta Finance | *Series B investment of $17m in a fintech SaaS company focused on banks and financial firms*
- Contributed to a preemptive round in a 1-month bidding process on a lean deal team by leading and presenting financial analysis and business diligence to team lead

Timepop Technologies | *Co-Founder and CEO* — San Francisco | Shanghai | 2018 – 2019

AI-driven enterprise AdTech and mobile application for social commerce
- Raised $4M at $20M valuation in Series A from Partner of Softbank, Artesian Capital, VP of Goldman Sachs, and SOSV; Seed Round from MOX accelerator and No. 1 at Demo Day of over 100 investors
- Engaged with customers such as Dentsu and WPP, delivering retargeting solutions over the product lifecycle and managing P&L across multiple revenue streams totaling over $100K in ARR
- Led strategy, pricing and market entry, growing the team to 30 members with cofounders from Facebook and Intel
- Returned 26% IRR to angel investors through a strategic sale, executing sell-side diligence and valuation models

Black Lake Technologies | *Tech Lead* — Shanghai | 2017 – 2018

Vertical SaaS Unicorn in supply chain software, with investments from Temasek, Lightspeed, and Microsoft
- Engaged with customers such as Audi and McDonalds on SaaS for MES (manufacturing execution system) to drive operational efficiency, understand customer needs, and reduce turnaround by 35% and inventory buildup by 30%
- Wrote an AI-driven autonomous task scheduling tool based on genetic evolutionary algorithm and a corresponding logistics task module, contributing an estimated $2.5M to ARR

Foxconn Honhai Thecus | *Software Engineer* — Taipei | 2015 – 2017

Enterprise software division at a Fortune 23 technology company with $175bn in annual revenue
- Presented quarterly technical reviews to clients, leading a team of three to optimize cloud storage solutions
- Pursued synergy in Foxconn's $3bn acquisition of Sharp, generating $50M deals as tech lead in Tokyo envoy

Roche Genentech | *Biochemical Engineer* — San Francisco | 2013 – 2014
- Saved Genentech over $500,000 a year by cutting 24 hours off each antibody drug molecular electrophoresis testing

Additional

Investing: Stanford Angels; MBA 2022 Fund
Languages: English (Fluent), Chinese (Fluent), Spanish (Conversational)
Honors: Judge at National Economic Challenge; Tau Beta Pi Honorary Society; Math Olympics Tri-State Champ

MARY ELLEN LUCK

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate Expected completion: 2022

- Member of the Healthcare, Women in Management, and Social Impact clubs

STANFORD UNIVERSITY Stanford, CA
Bachelor of Arts in Human Biology 2014

- Graduated with University Distinction (top 15% of class)
- Member of Varsity Women's Volleyball Team; selected as Team Captain as a senior
- Named to Pac-12 Conference All-Academic Team and received the NCAA's Faculty Athletic Representatives Award (awarded to roughly 1% of graduating collegiate student-athletes each year for excellence in academics)

Experience

COLLECTIVE HEALTH San Francisco, CA
Technology company providing health administration software and services to self-insured employers

Manager, Health Plan Operations 2017-2019

- Led team of thirty employees responsible for performing health plan operations for twenty clients; directly managed four first-line managers and oversaw all operations and performance guarantees, including the accurate and timely processing of $100 million in medical claim payments annually
- Ran medical appeals (member grievances) department; worked cross-functionally with key stakeholders to implement strategies to mitigate risk and optimize processes for efficiency and accuracy, ultimately reducing medical appeals turnaround time by 30%
- Designed and built career development program for health plan operations organization (~80 employees)
- Coached first-time managers and asked by operations leadership to lead training sessions for new managers

Plan Operations Senior Team Lead 2016-2017

- Served as direct manager to nine associates and managed a team responsible for running health plan operations for five clients; asked to take over team with lowest employee satisfaction scores in department and significantly improved team satisfaction scores after six months as manager
- Formed and led cross-functional committee comprised of legal, clinical, client success, and operations leadership to develop internal policies in accordance with industry standards, federal and state regulations, client commitments, customer experience, and operational/technical feasibility
- Coordinated response to multiple health plan performance audits conducted on behalf of our clients
- Scoped operational feasibility of new product lines and educated clients and prospects on relevant operations workflows and industry trends; worked across teams to develop new policies in response to market feedback

Operations Associate, Senior Operations Associate 2015-2016

- Built logic and framework to classify medical code data into backend benefit structure; gained deep expertise in medical claims, including expansive knowledge of medical billing, coding, and pricing
- Developed product to intake new client health plan designs and load to claims processing software; achieved 75% auto-adjudication rate (medical claims that run through the system without human intervention)
- Executed health plan operations, including processing medical claims and answering member inquiries

TRIAGE CONSULTING GROUP San Francisco, CA
Healthcare consulting firm focused on hospital revenue cycle improvement

Associate Consultant 2014-2015

- Analyzed hospital payment contracts with insurance companies; translated qualitative contract language into SQL queries and performed in-depth audits on hospital claims data to identify insurance underpayments
- Developed contractual, revenue cycle, and operational improvement recommendations and presented to hospital CFOs, business office directors, and financial services staff
- Selected to team responsible for scoping and building out a new Workers' Compensation service line

MORGAN LUNDBLAD

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Arbuckle Leadership Fellow | Impact Fund Investor – Justice Deal Team | Women in Management

UNIVERSITY OF PENNSYLVANIA, School of Engineering & Applied Science Philadelphia, PA
Bachelor of Science in Engineering, Materials Science and Engineering (magna cum laude) 2016
Concentration: Nanotechnology | Minor: Engineering Entrepreneurship | GPA: 3.7

- Awards/Honors: Dean's List | R.M. Brick Award (merit & personal character)
- Activities: Engineers Without Borders (Cameroon lead) | Kappa Alpha Theta (Vice President) | Theta Tau

Experience

25Madison, LLC (*venture studio incubating and investing in early-stage startups*) New York, NY
MBA Intern, Venture Development 2021

- Led rigorous market assessment of golf and country club industries and identified incubation opportunity; interviewed ~30 customers, built business case, and presented build vs. buy strategy to firm CEO
- Performed due diligence and developed financial models for digital health, prop tech, and pet care deals
- Advised Apollo Impact's co-lead on the fund's flagship social impact deal

JUUL Labs, Inc. San Francisco, CA
Manager, New Market Development 2018 - 2020

- Co-led the launch of JUUL Canada, the company's most successful international launch and largest ex-US market; secured over $5M in revenue prior to entry
- Managed a 30-person team to enter the Canadian market in just 90 days; developed local pricing, marketing, and distribution strategies and worked with Health Canada on regulatory compliance
- Served as post-launch advisor to Canada's General Manager, providing strategic direction and support across product, distribution, and executive reporting; delivered $100M+ in incremental annual revenue in year one
- Led initial LATAM launch efforts; analyzed market attractiveness, built demand model & financial projections
- Created evaluation framework for a crucial international market performance analysis to inform future prioritization and resource allocation

Associate, Strategy & Business Operations 2017 - 2018

- Led the end-to-end launch of two new products in the US portfolio, generating over $175M in annual revenue
- Designed and deployed new retailer trade marketing program; secured executive approval for $10M budget
- Analyzed options for tax optimization; revealed $50M in annual savings
- Defined JUUL's consumables product development approach, long-term strategy, roadmap, and sales cycle
- Generated all sales performance and competitive intelligence reports for C-Suite
- Engaged in several other key projects, including the creation of JUUL's first regional sales model, sales rep hiring plan, customer pitch decks and board materials

Deloitte Consulting, LLP San Francisco, CA
Business Technology Analyst 2016 - 2017

- Designed and led the development of Internet of Things (IoT) web and mobile apps that enabled retailers to improve sales and operating efficiency; Deloitte and HPE formed a new joint business offering worth $50M
- Project-managed a 40-person team for a biopharma client during a critical $1M ERP implementation to meet compliance requirements for FDA approval of their flagship drug

Additional

- Languages/Skills: English (native) and Spanish (limited working proficiency), PowerPoint, Excel, R
- Hobbies: San Francisco Civic Music Association (violinist), watercolor painting, hiking, skiing, and traveling

Jesse Lusa

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020 – 2022(E)
- Co-President & CEO, SKIebel Scholars Club LLC

DUKE UNIVERSITY Durham, NC
Bachelor of Science and Engineering, Biomedical Engineering 2012 – 2016
- Cum Laude, Pratt School of Engineering

Experience

R2A LABS (Venture Studio focused on incubating consumer and eCommerce solutions) Menlo Park, CA
Entrepreneur in Residence Intern 2021 – 2021
- Diligenced three business ideas for incubation–two reached go/ no-go decision, one selected for launch. Work products included: financial modeling, competitive research/ landscaping, customer journey mapping, market sizing, business model canvasing, and defining value proposition
- Performed 30+ customer interviews to understand consumer pain points and solution opportunities
- Managed Google/ Facebook Ads campaigns to calculate CAC and create conversions
- Created and launched operational plan for MVP of business idea

NORTHROP GRUMMAN (Fifth largest global defense contractor, $34B in revenue) Baltimore, MD
Principal Systems Engineer (Modeling, Simulation & Analysis) 2020 – 2020
- Led design and rollout of a proprietary tool to automate experiments, simulations, and data analysis/ visualization across multiple R&D projects, including the first ever international Mission Analysis contract
- Managed efforts to add features to toolset; served as technical product owner for data analysis & visualization capabilities, managing six-person development team

Systems Engineer (Modeling, Simulation & Analysis) 2018 – 2020
- Managed schedule, cost, deliverables, and a team of five developers/ analysts for a $0.3M effort to create a simulation testing Northrop Grumman technology. Resulted in follow-up contracts totaling ~$0.75M
- Provided technical expertise across 15+ different projects. Conducted data analysis and briefed findings to relevant customers/ stakeholders
- Developed an eight-module training program for new analyst onboarding and delivered to 30+ people across three NGMS sites

Associate Systems Engineer, Professional Development Program (Rotational) 2016 – 2018
- *Business Analytics & Research:* Supported high priority proposals with competitive/ customer intelligence/ assessment and strategic analysis to assist proposal teams with pricing
- *Modeling, Simulation, & Analysis:* Developed digital simulations of Northrop and presented data analysis findings to relevant stakeholders
- *Advanced Sensors:* Integrated a prototype infrared sensor and processor into an existing sensing system. Performed hardware modifications and supported integration, ground testing, and preliminary flight testing

Service

DUKE UNIVERSITY UNDRGRADUATE ADMISSIONS 2016 – Present
- Alumni Interviewer for Undergraduate Admissions. Interview and assess ~5 candidates per year

NORTHROP GRUMMAN 2017 – 2020
- *Professional Development Program:* Mentored new rotational program participants on transitioning into the workforce and navigating the different NGMS engineering and business units
- *Excel Academy (Francis M. Wood High School):* Monthly professional mentoring for at-risk high schoolers

Additional

- Skills: Agile Dev (Professional Scrum Master I, Scrum.org), Atlassian (Jira/Bitbucket/Confluence), Python
- Languages: Fluent in English and proficient in French
- Interests: Surf instructor, skiing, photography/ videography

Stephen J. Lynch

stjlynch@stanford.edu | 508.596.6884 | linkedin.com/in/lynchstephen

EDUCATION

Stanford Graduate School of Business, Stanford, CA
Master of Business Administration (MBA) 2022

- **Clubs:** Tech Club | GSB Pride | Arbuckle Leadership Fellow | Admissions Ambassador

Wake Forest University, Winston-Salem, NC
Master of Science (MS), Management 2015

Bachelor of Science (BS), Health and Exercise Science 2013

PROFESSIONAL EXPERIENCE

Deloitte Consulting LLP, Arlington, VA 2015 – 2020
Senior Consultant, Strategy & Analytics; *former Consultant (promoted 2018), former Business Analyst (promoted 2017)*

Automation Strategy, Implementation, and Scaling

- Designed and developed a pilot robotics process automation (RPA) solution that automated the intake and validation of industry drug applications, saving regulatory reviewers 8K labor hours annually.
- Led a team of 10 to scale and sustain the RPA solution, resolving 100K+ incorrect drug records and improving how regulators assess drug safety, contributing to the highest ever number of generic drug approvals (1,028 in FY18).
- Devised and developed a novel way for the RPA bots to self-report metrics; defined KPIs & success metrics and designed reporting dashboards that provided insights and led to changes in the drug review process and platform.

Insider Threat Detection, Prevention, and Mitigation

- Crafted 50 predictive indicators for insider threat behaviors; collaborated with 40 cross-functional stakeholders to deploy a behavioral analytics tool on 100K employees that used these predictive indicators to detect and prevent hundreds of incidents of fraud, data theft, and sabotage, saving the organization $4.5M.

Federal Artificial Intelligence Policy Development

- Led a team of 5 to research and audit the use of artificial intelligence (AI) on government IT systems at 20 federal agencies, uncovering security risks and antiquated policy.
- Created a tool to assess the potential risk for adverse impact by AI and developed modernized policy recommendations to reduce AI security risks for adoption across all civilian executive branch agencies.

Commonwealth of Kentucky COVID-19 Response

- Created a strategic plan to ramp up diagnostic testing availability to over 4M people and improve test reporting capabilities to the Governor's office by conducting rigorous operational analysis and developing cross-functional partnerships that resulted in $96M in federal funding.

Transportation IT Transformation and Modernization Strategy

- Led a team of 3 redesign Federal Motor Carrier Safety Administration's processes and IT structure to improve registration and inspection data collection and management for 14M+ regulated commercial motor vehicles.

The Federal Robotics & Cognitive Consortium (FRCC), Arlington, VA 2017 – 2018
Team of federal executives that meet monthly to advance cross-government adoption of robotics and AI.
Co-Founder

- Devised and launched the FRCC and grew it to 140 members from 40 agencies, catching the attention of the Executive Office of the President; resulted in the addition of RPA and AI to the President's Management Agenda as a priority for the entire federal government to shift to higher value, mission-driving work.

ADDITIONAL

- **Deloitte | Volunteerism Co-Lead, LGBTQ+ Resource Group** (2015 – 2019): Created and delivered workshops for 70 clients that highlighted the human and business value of LGBTQ+ and gender identity inclusion and taught tactical steps to use employee resource groups to foster LGBTQ+ inclusion.
- **Interests**: Passionate runner (9 half marathons completed); adventure junkie – road-tripped 22,100 miles and trekked across 22 national parks; Division I Male Cheerleader at Wake Forest University.

DORSA MALEK

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Master of Business Administration Candidate — 2022

UNIVERSITY OF TORONTO — Toronto, Canada
Master of Engineering, Construction Management (Civil Engineering) — 6/2015
Finance and Management Elite Certificate — 6/2015
Leadership Essentials Certificate — 9/2017

RYERSON UNIVERSITY — Toronto, Canada
Bachelor of Science, Civil Engineering — 6/2013

Experience

MANA FOOD INDUSTRY — Tehran, Iran

Ranked top three private holding of pasta production, flour milling & distribution company

Board Member, CEO Consultant — 1/2020 – 7/2020

- Reconstructed inventory management process from A to Z; eased inventory process for warehouse manager and employees, and provided instant monitoring for general management
- Proposed and performed changes to warehouse building; created a cohesive warehouse with a higher security level

Commercial Manager — 1/2018 – 1/2020

- Created supplier assessment & purchase evaluation criteria for local suppliers; decreased delays by 20%, reduced risk of unavailability by 95%, and increased quality
- Developed a new procurement flowchart; simplified the purchasing process and instruction to new employees
- Formulated a tracking file from request point to warehouse registry; enabled visual management of orders from request to warehouse registration
- Led the contract negotiation of purchasing new production line during IPACK-IMA exhibition, Italy; resulted in new payment option and decreased our purchase price by 21%, a significant savings
- Initiated the transition to soft copy filing and archiving; reduced paper use by 30% within the headquarter departments, saving ~$10K annually

Import & Export Supervisor — 11/2016 - 1/2018

- Led the team participation at Gulfood exhibition, Dubai; resulted in 7 times more export sales, 1.9-million-dollar worth of value within 6 months
- Drafted new export contract format; resulted in decreased company's liability, increased client commitment and increased production prediction accuracy

RUTHERFORD CONTRACTING LTD — Aurora, Canada

Mid-size general contracting firm active in building construction and site development

Project Coordinator — 10/2015 - 9/2016

- Initiated the use of an application on the company iPads for final deficiency checks; eased the process of creating a checklist, follow-up and visual management
- Employed voice memo for pre-tender meetings; eliminated loss of key information
- Proposed soft copy archives for internal archiving and booklets; Saved an average of 400 papers per project

Additional

- **Member of Marketing and Social Relations Team, Mehr-o-Mah NGO** — Tehran, Iran
  An NGO focused on empowering disadvantage women and ending child labor — 1/2017 – 7/2020
- **Member of Marketing Team, Omid Foundation** — Toronto, Canada
  An NGO focused on empowering disadvantage women — 7/2015 – 9/2016

- Fluent in Farsi (native) and English
- Certified Event Coordinator
- Certified Florist

Dr Harpreet Singh Mangat

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Education

2022	**MBA.** *Stanford Graduate School of Business. Current Candidate*
2012	**MRCS.** *Royal College of Surgeons of England*
2010	**MA (Cantab).** *Downing College, University of Cambridge*
2009	**MD / MBBS (Hons).** *University College London / University of Cambridge*
2006	**BA (Cognitive Neurosciences)** *Downing College, University of Cambridge*

- Developed a novel testing method to assess human attention. Applied in trials leading to two publications

Experience

McKinsey & Company (London)

Associate Consultant / Junior Engagement Manager 2018 – 2020

- Experience in Pharmaceutical, MedTech, Insurance, Finance and Midcap sectors and AI/ML techniques
- **Created a roadmap for divestment/investment** opportunities for one of UK's largest IPOs
- Created **strategy for $7bn Next Generation genetic testing** and personalised cancer treatment market
- **Ran an organisational transformation at the UK's largest public sector organisation** personally teaching senior staff improved methods of communication
- **Led an advanced analytics team** of Data Scientists and Engineers on an 80+ million patient Real World Evidence review as an analytics translator. Received multiple letters of gratitude and commendation

Chief of Staff to Dame Vivian Hunt, Managing Partner – McKinsey and Company, UK 2019

- **Formulated operational strategy** for one of the most powerful business leaders in the UK
- **Involved in all leadership efforts** for Dame Hunt, including Board meetings, AGMs, internal leadership efforts, operational reviews, and relationship efforts
- **Prepared theses** on diversity in the workplace, the future of automation and the need for reskilling delivered by Dame Hunt on international stages including One Young World and Financial Times conferences
- Ran McKinsey's largest external event, BLINK, with over 1,000 executives including keynote speaker Eric Schmidt
- **Hosted networking events for FTSE 100 CEOs** and leaders of influential organisations
- **Developed relationships with CEOs** of world-leading organisation**, Prime Ministers, and other Political Leaders**

National Health Service (United Kingdom)

Frontline ICU doctor at National Infectious Disease Unit 2020

- Voluntary LOA from McKinsey to **assist with National COVID response**. Selected to work with most critical patients in a unit leading the worldwide response – Royal Free Hospital, London. Spurred by personal tragedy despite risk

Neurosurgeon on National Training Programme 2011-2017

- **One of only 15 doctors** selected from 6,000 medical graduates awarded a neurosurgical training post, on first attempt
- **Trained at the UK's largest Neurosurgery unit** and National Military Hospital with casualties of war from Afghanistan and Iraq, personally treated Malala Yousefzai. Catchment Area of 6 million patients. Led many multi-disciplinary teams
- **Worldwide Comprehensive Clinical Neurosurgery Challenge 2015 – 1st place team** amongst ~100 Neurosurgeons
- **Offered first Neurosurgery NIHR Clinical Research Fellowship**, one of only three nationally
- **Member of Neurosurgery Governance panel.** Regularly reviewed departmental performance and implemented innovation. Included risk management, directing organisational and behavioural change, educating and training others as well as delivering group presentations and discussions
- **Ranked first amongst 300 General Surgery Training Applicants**
- **Secured adoption of emerging medical technology (Nexstim NBS)** despite environment of increased payor pressure and reduced resources. Anticipated direction of future healthcare needs, liaised with management, departmental leads, and product manufacturers, designed training schemes, and assisted with business case planning

Foundation Doctor 2009-2011

- Rotations in Emergency Medicine, Orthopaedics, Hepato-Pancreato-Biliary Surgery and ENT
- One of 12 on **Regional Leadership Committee** selected by Department of Health. Initiated electronic prescribing
- **Educational Lead** across multiple hospitals. Formulated and launched a new teaching programme. Improved General Medical Council educational score from 87 to 100%. Sourced innovation and translated research to clinical practice
- **Performed a root cause analysis of breeches in four-hour targets in A&E.** Redesigned Radiology workflow significantly reducing treatment time, and increasing target achievement to 73% from 33%

Additional

- **Keynote speaker** at King's College London International Neurosurgery Conference
- **Presented at international conferences**. Confident liaising with key-stakeholders and world-leading experts
- **Multiple publications in international journals** and 30+ presentations
- **Conducted feasibility studies for new innovations in laparoscopic surgery**
- Multiple scholarships. 3M Health Care and Nuffield Science Bursaries. Biology and Maths Olympiads
- Self-taught in **Machine Learning**, supplemented by real-life work experience and leading teams

GUSTAVO MARQUEZ P.Eng.

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

MCGILL UNIVERSITY Montréal, Canada
Bachelor of Engineering, Mine Engineering 2013

- British Association Medal (equiv. Summa Cum Laude, GPA 3.92)
- Elected member of Undergrad & Engineering Student Societies, extensive volunteer involvement

Experience

KGHM INTERNATIONAL *2013-2020*
Sixth largest copper producer in the world, $5.4B in revenue

Chief Engineer 2018-2020
Eder South Mine Miami, AZ

- Led $2.5 million construction & production of new 8MM ton (35MM lbs) surface copper mine
- Built Technical Department to give engineering & geologic direction for construction and operations
- Oversaw three exploration campaigns and upgraded Resources to Reserves, increasing copper production by 25% ($19 million) over mine life
- Negotiated drilling, explosives, and mining contracts with third party vendors, resulting in a cost savings of approximately $3 million

Production & Ventilation Engineer 2016-2018
Levack Underground Mine Sudbury, Canada

- Coordinated monthly copper, nickel, and gold production at joint mining operations between Glencore & KGHM mining firms on $700 million pre-construction project
- Designed and implemented the ventilation systems across 100-year-old "Levack" underground mine, leading to yearly cost savings of $2.4 million
- Spearheaded negotiations to recover $1.4 million from past errors in contract execution on Craig Mine Lease, implemented mechanisms to oversee contractual obligations worth $20 million

Long-Range Planning Engineer 2014-2016
Franke Copper Mine Antofagasta, Chile

- Conducted economic analyses of geologic targets to extend the mine life by 5 years (150%), worth $675 million in future copper production
- Oversaw "drill & blast" operations optimization program, saving $2 million yearly & improving efficiency 22%
- Worked in a remote mine camp in the Atacama Desert in a fully Spanish environment

Reclamation Engineer 2013-2014
Carlota Cactus Mine Miami, AZ

- Oversaw construction and quality control of $60 million structures for sustainable mine closure

Additional

- Fluent in Spanish (native), French (proficient) and English (native)
- Professional Engineer registered in Ontario, Canada
- Member of Mine Rescue & First Responder Team
- Extensive Mine Planning and Microsoft Office skills, especially with Excel in cost models and economic orebody analysis
- Spearheading new "Diversity & Inclusion" Committee for national Society of Mining & Exploration, targeting LGBT representation in the conservative mining industry (2019-present)
- Contributed to expansion of "Antofagasta Expats" community group in Chile from 5 to 26 members (2015)
- Motorcycle touring enthusiast, two 1000+ mile trips across the Andes Mountains and the Atacama Desert
- Classical music enthusiast and amateur cello, piano, and ukulele player. (2013-present)
- Poetry and blog writing (https://themoreonetravels.wordpress.com). (2018-present)

Ryan Martin

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EDUCATION

Stanford Graduate School of Business: Palo Alto, CA **2022**
Master of Business Administration Candidate

Georgetown University: Washington, DC **2015**
Bachelor of Arts in Mathematics | Summa Cum Laude | Phi Beta Kappa

PROFESSIONAL EXPERIENCE

Nubank: Mexico City

Corporate Strategy **Summer 2021**

- Produced international expansion business case for Nubank, including competitive benchmarking, customer interviews, and unit economics modeling. Presented results to founders and entire management team

Consumer Finance Protection Bureau: Washington, D.C. | Remote

Small Dollar Lending Policy Strategy Group **2021**

- Developed recommendations for novel methods to regulate the payday loan industry to brief the incoming CFPB Director in response to the Trump administration's rollback of previous payday loan rules

Capital One Financial Corporation: McLean, Virginia

Director of Marketing and Analytics – Credit Card Cross-sell **2018 – 2020**

- Hired and led team of 7 analysts to market upgraded credit card offers to existing customers
- Scaled the cross-sell program from a run rate of 300k new accounts per year up to 1M new accounts per year through marketing optimization and customer segmentation, exceeding annual budget target by greater than 50%
- Launched the first-ever preapproved credit card offers within the Capital One app resulting in ~$90M incremental NPV per year with no risk events
- Designed and launched randomized in-market testing to 2M+ consumers to inform optimal credit card pricing, product selection and underwriting policy
- Built and scaled an associate performance management model which became the basis for mid-year and year-end reviews within the Mainstreet Credit Card line of business and which was later rolled out across other business units

Associate to Senior Manager – Corporate Strategy **2015 – 2018**

- Developed and presented business case to Capital One's CEO for the first-ever data-sharing partnership between a bank and H&R Block. Partnered with Tech and Product to go from intent to launch in 4 months, resulting in 150k+ customers enrolled in the first 3 months
- Facilitated weekly meetings with Capital One's CEO and head of Strategy to develop Capital One's enterprise-wide brand strategy. Findings were presented to Capital One's board of directors and resulted in a budgeted increase of ~$250M in brand advertising over the next 3 years

LEADERSHIP AND ACTIVITIES

The Trevor Project - The largest LGBTQ+ youth suicide prevention non-profit in the US **2016 – Present**

- Provided 100+ hours of crisis counseling to at-risk LGBTQ+ youth, providing support across mental illness, self-harm, and imminent suicide

Georgetown Emergency Medical Service **2012 – 2015**

- Responded to emergency calls as a volunteer EMT, providing basic life support and transportation to local hospitals

INTERESTS

LGBTQ+ equity, squash, fantasy books, trendy (but not too trendy) restaurants, the CFPB, financial inclusion, Scotland

Bruno Bueno Corrêa Martins

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Summary

Engineer, developed fast-track career performing analytics, strategy and product development in financial services; Stanford MBA candidate; Co-founder of Virtual Reality EdTech and Social Shaper at Brazil

Education

STANFORD MBA 2019 – 2021

- Full-time MBA, class of 2021; Organizer of Brazil at Silicon Valley conference

STANFORD | Ignite Program (250 hours program focused on entrepreneurship) 2018 – 2018

- Co-founded VIS, affordable Virtual Reality venture for public and private schools in Brazil

UNESP | São Paulo State University - Bachelor of Industrial Engineering, 2009 – 2013

- Joined the Nucleus of Studies and Researches as Fellow, elected Social Director and President; Tripled the number of participants and created the Cultural Challenge, now is in its 9th edition
- Elected department representative, acting as students' voice in academic meetings

Certified Courses: Harvard |Entrepreneurship in emerging economies. **MIT** |The Challenges of Global Poverty. **Columbia** |Statistics for Data Science. **+7 courses**-edX | 282 hours, 50 weeks
Fundação Dom Cabral: Formation in Management and Banking sponsored by Itaú

Professional Experience

Centre for Public Impact | BCG Brasília, DF/Brazil
Consultant 2019 – 2019

- Developed project for the Minister of Economy, aimed to leverage Brazil's competitiveness

Itaú Unibanco São Paulo, SP/Brazil
Head of Business Intelligence and Analytics for Insurance (14 people team) 2018 – 2019

- 1st place in the Hackathon Champions Challenge with AI solution based on text modeling
- Led the first project of Quantum Black (McKinsey´s modeling arm) in Brazil
- Created the Analytics and Incentives platforms for 3.000 new insurance consultants

Coordinator of Strategy and Market Intelligence for Insurance (8 people team) 2016 – 2017

- Led the Suitability project, reducing bad quality sales in 95%, doubling profit margin
- Reduced entry price of life insurance in 67% for low-income population. (from U$10 to 3,30)
- Delivered the M&A analysis about Citibank´s insurance operation that supported its acquisition
- Insurtech Expert at Itaú – Advises board on digital based Insurance companies

Trainee (Rotation in 9 areas); Post Trainee (leaders' formation); Senior Analyst 2014 – 2016

- Created the first insurance to cover HIV in the world and the first aimed to the elderly at Itaú
- Built Market Intelligence area and Innovation training program (250 employees trained)
- Only Trainee that scored highest grade in all rotations; received High Performing Employees Award

Procter & Gamble Rio de Janeiro, RJ/Brazil
R&D Intern – Latin America 2013 – 2014

- Delivered statistical analysis and moderated panels. Ranked as exceptional performance (highest)

Additional Information

- **Volunteering and social impact:** led projects at UNESP and Itaú; mentor of TATO and YouHero
- **Sports enthusiast:** Run the half marathon twice and achieved Black Belt in Hapkido; invited to be on Men' s Health (largest men´s magazine in the world) cover.
- **Passionate traveler:** exchange program to New York and traveled to 29 countries
- **Languages:** Advanced English; Advanced Spanish; Basic Italian; Native Portuguese

MELISSA MARTS

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS // Stanford, CA // 2022
Master of Business Administration Candidate

VANDERBILT UNIVERSITY // Nashville, TN // 2016
Bachelor of Science in Human & Organizational Development; Minor in Corporate Strategy

- GPA: 3.96; Summa Cum Laude; Nichols Humanitarian Fund Summer Fellow

EXPERIENCE

DELOITTE CONSULTING // Atlanta, GA // 2016 – 2020
Senior Consultant (2019 – 2020); Consultant (2018 – 2019); Business Analyst (2016 – 2018)

Innovation

- Spearheaded creation of new consulting service on workforce productivity, leading team of 8 to analyze competitive landscape, conduct customer research, design MVP, and build product prototypes
- Created and co-led design thinking lab for firm's partners to set new market strategy for $1B practice
- Co-founded, led, and scaled volunteering initiative that delivered 36 consulting projects collectively valued at $3.5M to 26 nonprofits; placed 155 consultants in stretch roles; managed board of 10

Tech Strategy

- Project managed 9 technology strategy, roadmap, and business case client engagements, ensuring on-time and under-budget completion of deliverables; owned cross-functional client relationships
- Reduced campus recruiting costs 20% at a global fintech company with AI candidate screening solution
- Assembled and led cross-functional team at a large hospital system to craft a digital strategy and select a cloud vendor; convinced client to buy $3.5M follow-on project, which led to $30M in additional work
- Reduced user errors in a new cloud system at 17 universities by ~50% through 1:1 executive coaching

Research and Analysis

- Led team of 3 peers at Deloitte's think tank to conduct and publish primary research on the future of work; leveraged research to advise major health insurer on reskilling strategy for obsolete roles
- Analyzed competitive market landscape for major NGO and built digital marketing COVID response strategy, reducing campaign time-to-launch by 50%

Strategy and Operations

- Saved NGO tech startup $100k in salary expenses and enabled expansion of services to 10 new cities by creating a sustainable business model, growth strategy, and internship program
- Managed pipeline, staffing, metrics, and project outcomes tracking for $25M consulting practice

ADDITIONAL INFORMATION

- **Skills:** Conversational in Spanish; Proficient in Adobe Photoshop and Illustrator; Workday Certified
- **Community Impact:** Founded two anti-human trafficking (AHT) clubs; wrote white papers for major AHT conference; enhanced AHT nonprofit's training curriculum to enable the launch of 30+ rescue homes
- **Interests:** Swing Dancing; Graphic Design; Public Speaking; Travel

Drew R. Marx

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF WISCONSIN-MADISON Madison, WI
Bachelor of Business Administration 2016

- Triple Major: Finance, Investment & Banking; Risk Management & Insurance; Information Systems
- 2016 Best and Brightest, Poets & Quants: Selected as one of top 50 undergraduate business students in U.S.

Experience

ASTRANIS SPACE TECHNOLOGIES San Francisco, CA
Business Operations Intern 2021

- Led cross-functional efforts to build a business case and ultimately invest in orbital slots that will both enable current customer contracts and drive planning for launches over the next 7 years

DELOITTE CONSULTING Chicago, IL
Strategy & Operations Consultant 2018 – 2020

- Developed a business plan for a leading connectivity player that earned board-level support for participation in multiple government auctions; used game theory and competitive analysis to support their 5G strategy
- Designed and operated a live auction analytics platform as part of a major bid team in 3 government auctions with more than $10B in gross proceeds; insights routinely presented to CFO and corporate strategy leadership
- Selected as 1 of 2 Co-Chairs to lead national committee of 45 peers and advisors; represented more than 700 business analysts and consultants
- Served as peer coach for a classroom of 25 new hires through weeklong, case-based training

Strategy & Operations Analyst 2016 – 2018

- Recognized with highest annual performance rating (top 10%)
- Identified and analyzed 20+ targets for strategic buyers that drove over $3B of M&A activity in the advertising technology sector
- Developed a 45-day business plan that secured a $2B carve-out for the CEO of a new advertising business
- Named contributor for research, analysis, and writing of Deep Fiber white paper that was featured in more than 220 media outlets and resulted in direct sales opportunities at 6 clients nationwide (bit.ly/DeepFiber)

PROCTER & GAMBLE Cincinnati, OH
Corporate Strategy Finance Intern 2015

- Led competitive analysis in the Asian skincare market and recommended changes to brand positioning, market segment focus, and media spend to corporate strategy and business unit senior leadership
- Implemented a new methodology for analyzing competitor free cash flow productivity, which resulted in the reevaluation of $10B in total competitor free cash flow for the 3 previous fiscal years

ACCENTURE Madison, WI
Business & Systems Integration Analyst 2014

- Synthesized 200 project requirements into testable solutions and coordinated data collection from 64 separate business units to ensure software was delivered according to client specifications

IBM Chicago, IL
Product Sales Intern 2014

Additional

- Recently led a discussion with former Chairman of the Federal Communications Commission Tom Wheeler and Stanford MBA students on closing the digital divide, net neutrality, and the future of connectivity
- Interests include cycling, skiing, scuba diving, and Wisconsin Athletics

Abigail Mathieson

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EDUCATION

Stanford Graduate School of Business – Palo Alto, CA Aug 2020 – June 2022

Master in Business Administration, Master of Science in Energy & Resources

- Impact Fund Investor: Food & Agriculture Deal Team
- Clubs: Business & Environment, Product, Venture Capital, Women in Management, Epicureans @ GSB

Duke University - Durham, NC Aug 2009 - May 2013

B.A. in English Literature and Markets & Management, Minor in Visual Studies

- GPA: 3.72/4.00, Major GPA 3.92/4.0, Dean's List
- Member of: Duke Business Association (DVF), Kappa Kappa Gamma, Duke Partnership for Service, Club Volleyball
- Employed at: Alumni Fundraising Office, Duke University Gym (Cycling & Fitness Instructor)

EXPERIENCE & LEADERSHIP

Williams Sonoma Inc. – San Francisco, CA Aug 2018 – Aug 2020

Sr. Buyer – Cookware & Cooks Tools

- Delivered positive comp sales on $200M business in a challenging Housewares market: +1.2% in Cookware and +11.5% in Cooks Tools, ahead of total brand comp of +0.8%.
- Developed and launched a new cookware collection, in partnership with Lodge Cast Iron, called "Blacklock Forge™". Cookware was made in the USA using 100% recycled steel, eco-friendly iron, and reusable foundry castings.
- Co-Lead a task force aimed at re-launching "Open Kitchen by Williams Sonoma", a lower priced sub-brand targeting millennial consumers. Revenue is +5.5% year to date with forecasted growth of +22% for 2020.
- Crafted new go-to-market strategy for Williams Sonoma's annual No Kid Hungry charity spatula campaign. Sales for 2020 ended +72% to the year prior.
- Managed a team of four; provided direct supervision, mentorship, and quarterly performance evaluations. Guided career development within company.

Abercrombie & Fitch - Columbus, OH Oct 2013 – July 2018

Merchant – Women's Shirting & Blouses Aug 2017 – July 2018

- Architected and executed turn-around of the $85M global A&F Wovens businesses from -18% to +4% comps over two quarters. Business strategy identified new global distribution opportunities, pivoted purchasing models, and adjusted domestic product offering to better meet consumer demand by region.
- Spearheaded corporate leadership initiative aimed at transforming internal decision-making to be more customer centric. Built an innovative new process, in partnership with senior leaders, still in operation today.

Merchant – Women's Sweatshirts May 2016 – Aug 2017

- Introduced two innovative new product categories in 2016 – they helped grow A&F's women's sweatshirt market share +0.4% from FY 2016 to FY 2017 (+$5M).
- Created and launched a upcycled product line using unwanted and wasted fabric, driving $4M in revenue across twelve departments in three years and creating a long-term sustainable pipeline for liability fabrics.

Associate Merchant – Women's Sweatshirts Mar 2015 – May 2016

- Assumed responsibility for department financials and seasonal assortment strategy, delivered +1.5% comps for FY15.
- Led an initiative that reduced paper usage at corporate headquarters by 28%. Helped implement a key card printing system and negotiated procurement of ipads for associates.

Assistant Merchant – Women's Sweatshirts Oct 2013 – Mar 2015

- Managed global product development and cost negotiations coordinated with 14+ vendors across 5 countries. Negotiated a -3.4% AUC for FY 2014, a key factor in hitting annual margin goal.

The Childhood League – Columbus, OH 2013 - Present

Executive Board, New Member Chair, League Operating Committee

- Led an initiative as new member chair to increase league membership diversity by 30% in 2 years. Hit goal in 1 year.
- Fundraised over $100K through league events and personal fundraising. Funds helped build a new center in downtown Columbus opened in 2017.

ADDITIONAL

Awards: A&F 1892 Leadership Award

Hobbies & Interests:

- Amateur chef, expert eater.
- Visual artist – hobbies include photography, painting, and most recently, pottery.
- Board game and jeopardy enthusiast.
- Passionate Pittsburgh Steelers Fan and fantasy football player.

Benjamin C. Matthews

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www.linkedin.com/in/bcmatthews

EDUCATION

Stanford University, Graduate School of Business, *Stanford, CA* 2022
- **Masters of Business Administration Candidate**

University of Virginia, School of Engineering and Applied Science, *Charlottesville, VA* 2013 – 2017
- **BS in Systems Engineering**; Minor in Engineering Business
- Participated in White House Science Fair for initiative to increase STEM retention across universities
- Awarded Clinton Global Initiative and Jefferson Public Citizens awards for water infrastructure research in Nicaragua
- Sponsored by Center for Global Health for research on vaccination access in the Philippines

American School of Paris, *Paris, FR* 2008 – 2013
- **International Baccalaureate**: Higher level physics, chemistry, and economics
- Varsity cross country captain, Model United Nations delegate, club crew team member

WORK EXPERIENCE

Bain & Company, Senior Associate Consultant, *Atlanta, GA* 2017 – 2020
- Rated in top 10% of class; awarded Role Model of Bain's operating principles

Commercial Due Diligence – Designed market models, conducted surveys, & interviews to inform investment decision for 5 targets
- **Alternative Primary Care** – Assessed opportunity to expand via employers (~2.5M lives) and laid out GTM strategy
- **Behavioral Health** – Built scorecard to evaluate expansion opportunity in top cities; informed GTM approach for top 3
- **Electronic Medical Record System** – Surveyed customers to assess risk of losing current and gaining future business
- **Oil & Gas** – Forecasted the market size for construction and maintenance of US O&G pipelines over 10-year horizon
- **Transportation Management** – Conducted key survey that determined ~30% of target's customers were at risk of switching

New Product Development – Developed behavior-based insurance product with estimated $350M EBITDA impact
- Analyzed financial impact of product over 5-year period with high and low scenarios considering revenue and cost drivers
- Supported behavior-based insurance product from initial vision through development, using a newly introduced Agile process

Corporate Turnaround Strategy – Micro-battle implementation to realize ~$150M EBITDA impact in Y1
- Modeled performance of actuals vs. targets for metrics across 20 initiatives to determine program performance
- Worked directly with Chief Transformation Officer and Finance SVP on tracking value of the program

Forecast Accuracy Improvement – implemented algorithms to improve demand forecast accuracy by 20% across the Americas
- Conducted price variance analysis and built Tableau dashboard to identify areas of weakness in the current forecasting algorithm
- Implemented algorithms to forecast part and system demand more effectively by working with stakeholders across the organization

Procurement Strategy – negotiated contracts for vegetation management at Utility company to realize $10M in savings
- Developed negotiation tool to optimize combination of contractors with different pricing by region, service, and equipment type
- Orchestrated vendor negotiation to reduce spend on contract labor in vegetation management by ~20%

TPG Global, Rise Fund Fellow, *San Francisco, CA* 2019 – 2020
- Evaluated potential investments for The Rise Fund in the Financial Services and Food and Agriculture verticals
- Managed analyst to perform financial modeling and other data room analysis for 3 targets taken to investment committee
- Led conversations with ~15 management teams to test investment thesis and feasibility of growth targets

Inspire, Inc., Office Head, Director of Client Development, *Atlanta, GA* 2018 – 2020
- Managed internal operations for Atlanta chapter of pro bono consulting group - facilitating ~5 client engagements annually
- Sourced non-profit clients, scoped projects, and managed staffing to support local businesses in driving strategic initiatives

Kaiser Associates, Management Consultant Intern, *Washington, DC* 2016
- Developed 4 models, interviewed 50+ experts, and launched 2 surveys to determine landscape of emerging healthcare technology
- Advised pharmaceutical company on new product launch of blood disease diagnostic technology in $800M addressable market

ADDITIONAL INTERESTS & SKILLS

Interests: Cycling, running, hiking, skiing, yoga, traveling, reading
Skills: Conversational French, Alteryx, Tableau, Advanced Excel, Basic Python, Basic R

ZOE MATTINGLY

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Consumer & Retail *(Leadership Team*), Product, Venture Capital, and Private Equity Clubs

UNIVERSITY OF MICHIGAN Ann Arbor, MI
Bachelor of Business Administration, with High Distinction 2016

- Cumulative GPA 3.94/4.00
- Academic Captain, Women's Varsity Swimming and Diving

Experience

VMG PARTNERS (*Consumer Focused Growth Equity)* San Francisco, CA
Investment Intern Summer 2020

- Led project on a multi-million-dollar regional craft brewery, evaluating the current market environment and relevant strategic opportunities, ending with a robust presentation and conversation with the whole firm.
- Worked across teams to evaluate potential new business opportunities in various sectors including connected fitness, clean beauty, and hair care.
- Redesigned the firm's marketing materials for fundraising purposes resulting in multiple conversations with the General Partners of the firm and ultimate approval.

MAKENA CAPITAL Menlo Park, CA
Associate – Private Equity and Venture Capital 2019-2020
Senior Analyst – Private Equity and Venture Capital 2019-2019
Analyst – Private Equity and Venture Capital 2017-2019

Financial Modeling and Strategic Analysis

- Led diligence on 12 fund investments, consisting of traveling for manager underwriting, drafting investment memos, and presenting recommendations, resulting in approval of over $350 million of capital.
- Retained the firm's private asset class cash flow monitoring model, updating the report and sending analysis on a monthly basis to the Private Equity, Natural Resources, Real Estate, and Asset Allocation groups.
- Managed monitoring tasks of a ~$5B Private Equity and Venture Capital portfolio, including analysis on performance attribution, cash flow planning, portfolio benchmarking, and asset allocation.

Marketing and Communications

- Worked alongside the head of the Private Equity portfolio on creating board level presentations, leading various financial updates in addition to new qualitative content creation, effectively communicating the portfolio's strategy and position to current and prospective clients.
- Participated in over a dozen annual meetings and advisory committee calls, monitoring the status of investments and relaying updates and concerns to the Managing Directors on the Private Equity team.

Firm Leadership

- Demonstrated leadership by organizing the firm's holiday video, which included directing appearances by Former Secretary of State Dr. Condoleezza Rice and Olympians Katie Ledecky and Simone Manuel.

ELI LILLY & COMPANY Indianapolis, IN
Deal Development Associate 2016 – 2017

- Analyzed and communicated formulary access opportunities for Lilly products for United, Blue Cross/Blue Shield of California, Kaiser, Blue Cross/Blue Shield of Arizona, and SelectHealth to upper-level management.
- Led campus recruiting and outreach at the University of Michigan for Lilly's Pricing, Reimbursement, and Access division, resulting in the successful recruitment and eventual hiring of a target candidate.

FOUNDERS BREWING COMPANY Grand Rapids, MI
Strategy Intern Summer 2015

- Worked directly with the Vice President of Strategy on various internal strategic planning projects and financial exercises concerning the company's potential international expansion.
- Conducted self-led industry research and presented findings effectively to senior management, resulting in the adoption of two major project recommendations.

Additional

- Passed the CFA Level I exam; June 2018
- Amateur golfer, wannabe biker, attempted half-marathoner, and forever swimmer

Eric C. Mattson

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www.linkedin.com/in/eric-mattson/

EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022
- Management Consulting Club, Future of Cities Club, GSB Midwest Club

Stanford University Stanford, CA
B.A. Human Biology with Honors (American Health Policy) & Minor in Political Science 2015
- Thesis: *To Opt In or Opt Out: State Decision Making on Medicaid Expansion under the Affordable Care Act*
- Teaching Assistant for a healthcare inequality class and a seminar in Tanzania on national park conversation

PROFESSIONAL EXPERIENCE

OpenGov Inc. Redwood City, CA & Boston, MA
East Coast Manager of Customer Success 10/2019 – Present
- Supervised 3 Customer Success Managers and managed over $14M in annual revenue across 130 customers
- Led the design of a 3-year customer success strategy to support 175 customers acquired in a 2019 merger
- Coordinated a 5-month cross-functional task force to robustly improve the Customer Upgrade Program, generating over $750K+ in up-sells during Q2 of 2020 and promoting better alignment across 6 internal teams

Senior Customer Success Manager 08/2019 – 10/2019
- Oversaw a territory of 75 public sector customers, mostly cities and counties, with $2.4M of revenue under management by maintaining individual engagement, up-sell, and renewal plans for each government
- Created the company's Customer Reference Program, a directive from the Board of Directors, by training 230 people on the program's processes and growing the referenceable customer base from 0 to 145 in 4 months

Customer Success Manager 06/2018 – 08/2019
- Secured over $1M+ in total contract value through up-selling current customers and achieved a customer retention rate of 95%, the highest numbers across both goals among the 7-person team in 3 of 4 quarters
- Conducted a risk mitigation campaign to reduce "high churn risk" customers in the northwest territory by 75%

DaVita Medical Group Denver, CO
Senior Business Operations Analyst 03/2017 – 06/2018
- Managed 2 analysts to optimize the checkout workflows in 65 clinics, improving patient satisfaction by 38%
- Conducted a staffing analysis on the California market to identify $4.5M in potential cost savings on labor

Business Operations Analyst 09/2015 – 03/2017
- Implemented a new referrals management workflow and IT system to reduce processing time from 9 to 2 days
- Developed 4 dashboards with daily state-by-state metrics to successfully execute a 6-month lobbying effort

LEADERSHIP & COMMUNITY INVOLVEMENT

City Innovate San Francisco, CA
Advisor to the Executive Directors 06/2019 – Present
- Advise an 8-person start-up on developing a Customer Success function to support 12 current customers, consulting on the hiring of key teammates and developing a 3-year phased strategy for growing the team

YCore Fellowship *(partner organization: Global Citizen Year)* San Francisco, CA
Project Lead 08/2018 – 06/2019
- Led 4 young professionals on a project creating a year-long marketing strategy for a $4M local non-profit

Office of Mayor Michael Tubbs – Stockton, CA Denver, CO
Policy Advisor *(remote)* 11/2016 – 06/2018
- Served on a task force to research, design, and fundraise $1M for a 500-person universal basic income pilot

ADDITIONAL INFORMATION

Interests: Coaching high school speech & debate, organizing voter registration drives, volunteering at local zoos

SUSANNAH MAYBANK

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

COURTAULD INSTITUTE OF ART London, UK
Master of Arts in Medieval Art History 2016
- Graduated with distinction
- Co-founder of the Medieval Society

HARVARD COLLEGE Cambridge, MA
Artium Baccalaureus in History of Art & Architecture 2015
- Graduated with High Honors in Field, Thesis of the Highest Honors Summa Cum Laude, Recipient of the Class of 1955 Robert T. Coolidge Undergraduate Thesis Prize
- Executive Producer of Identities Fashion Show, Music Director of Fallen Angels a cappella group, Member of the Varsity Heavyweight Women's Rowing Team

Experience

GAGOSIAN New York, NY
Largest commercial art gallery in the world, 18 locations worldwide
Head of Digital 2019–2020
- Ran the gallery's existing online sales platforms, managing content and responding to sales inquiries, increasing revenue by 40x in 3 years
- Helped develop the first Online Viewing Room to offer extremely high value artworks exclusively online, setting a record breaking public price of $6.5M for an artwork by Albert Oehlen
- Created a new business development program and built out a global team of sales people to develop relationships with priority contacts
- Developed a new market tracking program to track, analyze, and report sales performance including forecasting for key artists' markets

Online Sales and Publications Assistant 2018–2019
- Became the first dedicated employee to online sales and digital content after demonstrating the growth potential by increasing online sale profits 300% in less than a year
- Managed Gagosian's presence on external art platforms including Artsy, Ocula, artnet, and Artland
- Responded to incoming sales inquiries, fostering client relationships, and generating sales
- Aided in re-launch of the gallery's online shop, an e-commerce platform offering books and editions, lowering operating costs and increasing revenue

Executive-Level Front Desk Associate 2017–2018
- Managed reception area and answered phones, providing general administrative duties for the gallery
- Implemented a new system for tracking domestic and international shipments
- Trained and oversaw all gallery interns

SAKS FIFTH AVENUE New York, NY
Intern, Buying Department 2014
- Created styles and uploaded orders for Fall 2014 Season
- Generated selling reports for division as well as assisted in day to day office life

CHRISTIE'S New York, NY
Intern, Post-War & Contemporary Department 2014
- Completed research and fact verification for the Spring 2014 auction
- Provided general office support including library organization and maintenance

Additional

- Proficient in Microsoft Office Suite and Adobe Creative Suite
- Basic German, French, and Russian skills
- Enjoy art, medieval theology, and running

JULIA L. MCKUSICK

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EDUCATION

GRADUATE SCHOOL OF BUSINESS, STANFORD UNIVERSITY Palo Alto, CA
Master of Business Administration Candidate *2020 – 2022*

UNITED STATES MILITARY ACADEMY West Point, NY
Bachelor of Science in Economics *2008 – 2012*

EXPERIENCE

2ND COMBAT AVIATION BRIGADE, 2ND INFANTRY DIVISION Seoul Air Base, South Korea
Company Commander and Operations Officer *2018 – 2020*

- Recognized by the Republic of Korea for response after witnessing a Korean helicopter crash; quick reaction and decision making under pressure resulted in both pilots surviving the accident
- Headed up the relief effort for a Korean national wildfire crisis that displaced over 1,000 families by providing two continuous coverage fire-fighting helicopters, effectively containing the disastrous fire within 48 hours
- Strengthened the US and South Korean alliance by forging ground-breaking relationships with two Korean units comprised of over 500 soldiers; took initiative to plan and conduct five joint missions
- Recognized as #1 Company Commander for leadership and creative ability to accomplish mission in cross cultural environment
- Directed a flight hour program enabling 57 air crew members to complete over 3,000 flight hours to support over 20,000 troops stationed in South Korea; routinely flew United Nations dignitaries to the North Korean border

Camp Humphreys, South Korea
Battalion Operations Officer *2016 – 2018*

- Synchronized and managed all operations for a 700 soldier battalion by planning, resourcing and executing realistic training for the Battalion across 120 locations throughout the Korean Peninsula
- Planned 3 joint operations with South Korean partners; coordinated logistical support to aviation assets with 5 different airframes totaling 115 helicopters to develop synergistic military cooperation

101st COMBAT AVIATION BRIGADE, 101st INFANTRY DIVISION *Fort Campbell, Kentucky: Afghanistan*
Aviation Executive Officer, Platoon Leader and Flight Student *2012 – 2016*

- Rated #2 of 23 officers in recognition of performance in high stress combat environment; selected as 2nd in command of only Blackhawk company for Immediate Reaction Force to support NATO forces in Afghanistan
- Trusted to lead over 120 combat missions and flew over 500 flight hours as Pilot-in-Command and as Air Mission Commander with 100% mission success rate
- Orchestrated and executed the repatriation of 50 personnel, 10 UH-60 Blackhawks and over $50 million worth of equipment from Afghanistan resulting in the seamless integration of soldiers returning home from combat
- Selected among 12 peers as Battle Captain for a Task Force of over 500 personnel; tracked and responded to all combat missions including troops encountering enemy fire and over 15 air medical evacuations

ADDITIONAL

- Certifications: 1,170 flight hours in the UH-60 Blackhawk; 500 combat hours flown in Afghanistan; commercial and instrument rated pilot in rotary aircraft and single engine airplane private pilot
- Community: selected for the All-Armed Forces soccer team, represented the United States Military by participating in international soccer games in Rennes, France against teams from 8 different countries

Will McTighe

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, USA**

Master of Business Administration Candidate *2020 - Present*

- Co-President of Entrepreneurship Club. Bessemer Ventures InSITE Fellow

UNIVERSITY OF WARWICK **Coventry, UK**

BSc. (Hons.) Philosophy, Politics and Economics *2011 – 2014*

- Grade: First Class Honours (equiv: 4.0 GPA) and Top 5% of Class. GMAT: 760 (Top 1%)
- Specialised in Mathematical Economics and Philosophy. 'Freshminds Ones to Watch 2014' – named as 1 of the Top 100 UK University students

Professional Experience

VITRUVIAN PARTNERS – Leading European Growth Technology Investor (€9bn AUM) **London, UK**

Associate, Investment Team *2019 – 2020*

- Focused on Fintech and Vertical SaaS, and covered UK & Spain. Consistently the highest ranked associate in my 5-person cohort. Received offer for business school sponsorship
- **Acquisition of Sykes Holiday Cottages** – involved in investment thesis, commercial, marketing, technology, legal and financial due diligence. Supported debt procurement process
- **Minority Investment in TransferWise** – developed investment thesis, organised and conducted commercial and financial due diligence. Managed 20-person team of advisers and lawyers
- Engaged in broader business initiatives inc. hiring (recruited the top Goldman Sachs TMT analyst to join Vitruvian), redesigning the Company website, developing a new joiner handbook and reconfiguring the deal sourcing CRM platform & process

GOLDMAN SACHS – Investment Banking Division **London, UK**

Associate, Technology, Media & Telecoms (TMT) / Consumer & Healthcare Team *2015 – 2018*

- Managed up to 10 projects at once working with different directors and analyst teams. Led client interactions on over 5 transactions inc. an attempted UK software acquisition and a fund raise
- Selected transaction experience inc. the Sale of Cortefiel to CVC and PAI in Spain, Sky Bet's Sale & Debt Refinancing & an attempted acquisition of a US Consumer Technology company
- Chosen as part of the 5-person Social Committee based on my engagement with broader team. Organised 2 60-person ski trips to Italy, a Summer Party and numerous other team-building events

Other Relevant Experience

University of Warwick Finance Societies (WFS) – Chairman *2012 – 2014*

- Student club focused on helping Warwick students obtain jobs in finance, consulting and law
- Grew society to become the largest at Warwick (>2,500 members, >10% all students)
- Led team of 70 to run >90 annual events inc. a Singapore trip and a 2-day investment forum
- Raised >£100k in sponsorship over 2 years, receiving >£25k in awards inc. 'UK's Best University Society' at the 2014 National Undergraduate Employability Awards

Additional Interests

- Mentored disadvantaged high school students through the Social Mobility Foundation
- Ultramarathon runner (most recently 100 miles in 19 hours). Ex-avid rugby player – beat USA's Under 20s World Cup team. Won UK Schools competition and captained club rugby team to National final
- Lover of Latin Culture – speak fluent Spanish & backpacked through South America. Speak intermediate French and basic Mandarin. Keen meditator – completed three week-long silent retreats and practice daily. Trained as a Ski Instructor. House music aficionado

Ibiza "Bee" Medina

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Section Representative, BBSA Conference CMO, Arbuckle Fellow, Tech Club, Arts, Media and Entertainment Club

UNIVERSITY OF OREGON Eugene, OR
Bachelor of Arts in Advertising, Minors in Communication Studies and Folklore 2009-2013

- Awarded UO's Ann Maxwell Award for Strategic Planning for market research work on advertising competition team.
- Recognized on the American Advertising Federation's Most Promising Multicultural Students Honor Roll.

EXPERIENCE

MICROSOFT Seattle, WA
Inbound Product Marketing Manager Intern Summer 2021

Product Strategy

- Crafted and presented Dynamics 365 Finance Subscription Billing monetization recommendation through landscape analysis, competitive research, and interviews with industry subject matter experts.
- Drove alignment of Subscription Billing naming and GTM strategy across product management, sales, and finance teams by creating an industry knowledge hub, customer journey map, and competitive product teardown.

ESSENCE GLOBAL, a full service advertising agency that manages $4B in annual media spend Seattle, WA
Associate Account Director, Experience 2019-2020

Relationships and Cross-Functional Collaboration

- Strengthened relationships and increased revenue as client lead for 10 stakeholders across the Google Hardware and Cloud digital creative business.
- Built "Creative A/B Testing 101" and "Dynamic Feeds 101" guides in partnership with analytics and front-end developer teams, used in 3 client and 60+ employee trainings.
- Led a team of 8 writers, designers, and developers that worked cross-functionally with EMEA and APAC media teams to launch Google Stadia's first global creative campaign, comprised of over 200 display, social, and video assets.

Project Management

- Improved resource allocation 20% by streamlining Google Store's meetings and out-of-scope deliverables.
- Grew quarterly revenue 16% by pitching Essence's dynamic video capabilities for Google Hardware campaigns.

Mobile Planner, Planning Supervisor 2015-2018

Acquisition Strategy

- Planned and oversaw the day-to-day performance of the $80M+ digital launch campaign for Google Home Mini, driving lifts in awareness and consideration, and contributing to over 6M product sales.
- Achieved early promotion for management of Doubledown Interactive's mobile UA campaigns by growing supplier testing pipeline to 15+ vendors and $12M monthly media spend**.**

Analysis and Optimization

- Forecasted and analyzed optimal media spend for all 2018 US Google Home digital direct response campaigns using Doubleclick Campaign Manager data.
- Tripled campaign revenue goals for Google Store through ad placement and cross-channel programmatic and social spend optimization.
- Lowered cost per sales on Google Home 76% by A/B testing a new creative messaging strategy tailored to the path-to-purchase and remarketing funnel.

WAVEMAKER (formerly Maxus Global), a global media agency network with $38B global billings New York, NY
Integrated Media Planner 2013-2015

- Shortened reporting timelines for Otterbox by creating automatic reports and streamlining digital measurement strategy.
- Created user journey flowcharts using syndicated research for new business pitches.

ADDITIONAL

- 2020 Management Leadership for Tomorrow (MLT) MBA Prep Fellow & Social Chair
- Hobbies: Dungeons and Dragons, Tacoma Hounds Gaelic Hurling, PC and console gaming

JONATHAN D. MEIER
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EXPERIENCE

US Army Special Operations Command Fort Bragg, NC
Operations Officer (Applied Technologies Directorate) 2019 – 2021

- **Leadership:** Second-in-command of a Directorate with 400 staff, responsible for managing policy, acquisitions programming, and evaluating/communicating technical risk in sensitive combat operations.
- **Organizational Transition:** Integrated several previously-independent technology-focused sections into a single Directorate, improving unity of effort and reducing developmental response time.
- **Strategy Formulation:** Responsible for the integration and prioritization of a multi-year investment program based on US strategic policy valued at over $1B.

US Army Special Operations Command Fort Bragg, NC
Troop Commander (Special Operations Troop) 2016 – 2019

- **Leadership:** Commanded an expeditionary Task Force comprised of Joint US Military, US Interagency, and foreign partners to defeat threats to international security in accordance with US and partner National Security Policy.
- **Optimization**: Directed a multi-organizational approach to operations during a withdrawal, maintaining effectiveness and managing risk despite reductions in support and personnel.
- **Innovation:** Developed new techniques to integrate emerging technologies into operations that increased mission success at reduced risk to friendly forces and civilians.

10th Special Forces Group (Airborne) Stuttgart, Germany
Detachment Commander (Special Operations Detachment) 2014 – 2016

- **Coalition Building:** Commanded a combined Special Operations Task Unit comprised of US and international military elements, resulting in increased allied capacity and a combined, multinational approach to resisting adversary aggression.
- **Strategy Formulation:** Led comprehensive re-write of Special Operations and Unconventional Warfare doctrine of a critical NATO ally; worked alongside partner military and civilian leadership as well as US military experts to update partner focus to ensure an integrated, interoperable NATO Special Operations force.

EDUCATION

Stanford Graduate School of Business Stanford, CA
MS in Management Davies Fellow 2022
One-year, full-time degree program for accomplished leaders and executives

United States Military Academy West Point, NY
Bachelor of Science in Mechanical Engineering 2008

ADDITIONAL INFORMATION

- Language: Working knowledge of Russian; basic skills in German and Spanish.
- Active Clearance: Top Secret / Secure Compartmentalized Information.
- Hobbies: Travel, Skydiving, PC Building / Modification, Competitive Shooting, Team Sports

Evan C. Mendez

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration ("MBA") Candidate — Class of 2022

Harvard University — Cambridge, MA
Bachelor of Arts in Government and Secondary in Economics — Class of 2016

- Concentration GPA: 3.78/4.00; Cumulative GPA: 3.70/4.00; Academic All-Ivy (2013, 2015)
- Harvard Varsity Soccer Captain 2014-2015, HIA Education Director, Morgan Stanley Campus Ambassador

EXPERIENCE

The Carlyle Group — Menlo Park, CA
Private Equity Associate (U.S. Buyout Fund; Technology, Media, and Telecommunications Group) — July 2018 – August 2020

- Identified, evaluated, and executed technology-focused leveraged buyouts and other structured investments within $19bn flagship private equity fund for global alternative investment firm with ~$200bn in assets under management
- Managed diligence processes, coordinated cross-functional teams of advisors, developed granular revenue and cost models, and ultimately presented deal theses and value creation plans to Carlyle's Investment Committee
- Partnered with portfolio company management to set strategic priorities, implement value creation plan initiatives (e.g., go-to-market execution improvements), facilitate tack-on acquisitions, and execute capital market transactions
- Received "top bucket" ranking in U.S. Buyout fund-wide performance review and offer to return to Carlyle post-MBA

Selected Transaction Experience

- **HireVue** – *Majority acquisition of video interviewing and pre-hire talent assessment provider (Closed; October 2019)*
  - Performed detailed due diligence of industry and asset quality, built granular revenue and cost model, formed investment thesis and value creation plan, and negotiated with seller parties to consummate transaction
  - Post-closing, partnered with management to augment go-to-market processes; led implementation of refined marketing team workflows, full-funnel pipeline reporting, brand positioning, and strategic partner strategy
  - Assessed 10+ potential tuck-in and transformative acquisitions in the human resources technology landscape; provided ongoing support to CFO for financial modeling and reporting, M&A analysis, and capital raises
- **ZoomInfo Technologies** – *Majority acquisition and IPO of B2B sales & marketing intelligence provider (Closed; February 2019)*
  - Led standalone due diligence, combination analysis and integration plan construction for DiscoverOrg's transformative acquisition of ZoomInfo; managed diligence process across sponsor and advisor groups
  - Executed three M&A transactions over two years prior to IPO; worked with management to assess business quality, financial and product synergies, funding alternatives, and integration plan refinement
  - Liaised between Company, sponsors and banker teams to facilitate execution of $1bn initial public offering in June 2020; assisted with S-1 writing, market positioning, pricing analysis, and analyst model construction
  - Monitored Company performance and provided ongoing support to management team, specifically CFO and finance team; assisted with cash flow modeling, capital structure evaluation, and debt paydown analysis

Morgan Stanley — New York, NY
Investment Banking Analyst (Media & Communications Group) — June 2015 – August 2015, July 2016 – June 2018

- Created detailed reports providing financial analyses, investment highlights, transaction overviews and industry updates across a range of transactions including M&A, debt and equity capital raising, and other strategic financial discussions
- Received "top bucket" ranking in Firm's annual performance review process as evaluated by group-wide committee
- Organized and led outreach for Harvard diversity recruiting and engaged with firm-wide community enrichment events

Selected Transaction Experience

- **Entercom Communications** – *Advised Entercom on acquisition of CBS Radio via a Reverse Morris Trust (Closed; November 2017)*
  - Evaluated both companies' standalone value by conducting various financial analyses including leveraged buyout, discounted cash flow, discounted equity value, comparable companies and precedent transactions
  - Built comprehensive merger model with accompanying sensitivities to analyze pro forma trading and capital structure considerations, as well as accretion / dilution math under a variety of financing scenarios
  - Performed various contribution analysis sensitivities to determine RMT pro forma ownership with variables such as future stock collars, NOLs and pre-merger dividend recapitalizations

ADDITIONAL

Interests: Skiing, Basketball, Reading (Non-Fiction), Cooking, Vintage Watches, Dave Matthews Band, Real Madrid C.F.

AMANDA MEYER

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EDUCATION

Stanford Graduate School of Business, Palo Alto, CA. **Exp. Graduation: June 2022**
Master of Business Administration Candidate, *GMAT 740*

Duke University, Durham, NC **September 2011 – May 2015**
B.S. in Economics with a Finance Concentration | Minor in French | Certificate in Markets and Management Studies

- *Duke University Union's Executive Board, Vice President* (2015)
- *University of Strasbourg Study Abroad in France* (Fall 2013)
- *Duke in London's Finance Program, Student Ambassador* (Summer 2013)

PROFESSIONAL & LEADERSHIP EXPERIENCE

RBC Capital Markets, New York, NY **July 2015 – July 2020**
Global Investment and Corporate Bank servicing over 16 million clients across 127 branches in 17 countries

Vice President, Electronic Sales-Trading **December 2018 – July 2020**

- Promoted to VP 2 years early, becoming the youngest trading desk VP at RBC and one of the youngest across Wall Street
- Produced over $10mm in annual revenue (10% of the team's revenue) with an account package of ~80 clients; created long-standing relationships with traders and portfolio managers at multi-billion dollar mutual funds and hedge funds across the US
- Onboarded 20 new clients worth $2mm annual revenue by marketing RBC's electronic trading services, making the electronic trading desk the fastest growing of RBC's 6 equities desks
- Served time-sensitive electronic trading needs for 10 of RBC's 50 largest revenue-generating clients by developing and executing algorithmic trading strategies
- Promoted inter-desk collaboration among the equities trading desks by spearheading cross-product meetings and events to make the organization stronger and more cohesive
- Mentored and trained 5 junior analysts across global offices on subjects ranging from electronic trading best practices to career advancement; assisted one 2nd year analyst in growing an account package worth $2mm in annual revenue

Associate, Electronic Sales-Trading **May 2016 – December 2018**

- Prospected new accounts, onboarding 25 new accounts, which represented an additional $1mm in revenue per year
- Expanded West Coast electronic account base by 40% to $2.75mm in a single year (2018)
- Pioneered and led the Electronic Trading desk's intern program to recruit, interview, select, and train interns; achieved a 100% recruiting retention rate for 3 consecutive years since inception
- Developed the analytical skills necessary to understand both the investing strategies and underlying mathematics of the algorithmic trading models designed by the quantitative analyst team
- Selected as speaker for the 2018 Equities Express Teach-Ins, a forum that fosters collaboration across all RBC desks, presented the electronic trading desk's capabilities and success stories to an audience of 50+ RBC professionals

Analyst, Cash Sales-Trading **July 2015 – May 2016**

- Created and expanded an account package of over $1mm within 1 year by progressing rapidly from backup to primary coverage for some of RBC's largest accounts after only 5 months of employment
- Chosen as 1 of 4 "Member Spotlights" in April 2016, which featured members who had empowered and supported young female banking professionals as part of the R-Women global initiative

Duke University, Durham, NC
Duke Coach K Center for Leadership and Ethics (COLE) Graduate Scholar **April 2012 – May 2015**

- Co-chair of 10-student committee that worked together for 10 months to plan, organize and execute the largest student-run, full-day event on campus (activities and a music festival for over 7500 students) with a budget of $300k
- Envisioned and created an event that was more inclusive of all students than prior years, primarily by launching 20 new events that celebrated a broader spectrum of cultures and interests

Duke "Last Day of Classes" Committee Co-Chair **May 2014 – May 2015**

- Co-organized COLE's biannual Leadership Summit in Durham and New York, which drew a diverse group of leaders including C-suite executives, generals, company founders, and strategic managers
- Spearheaded the Women's Leadership Initiative and The COLE "Lifechat Collection," providing a robust social media platform (Facebook, Linkedin, Twitter) for inspiring female leaders to share their stories

ADDITIONAL

Professional Certifications: FINRA Series 7, 63 and 55 Certified
Languages: French (Proficient), Spanish (Conversational)
Volunteer Work: St. Jude Wall Street Associate, New York (May 2017 – July 2020**)**

- Nominated as 1 of 60 members of the Wall Street Associates Committee, which organizes the annual St. Jude Invest in Hope fundraiser, raising over $200k annually

Interests: Travel (plan to visit every continent, 2 to go) Tennis, Golf, Cheese (passion in making beautiful cheese boards)

ORLY MICHAELI

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA Candidate Expected 2022

- Co-President of Women in Management Club; Co-President of Social Impact Club; Arbuckle Leadership Fellow

COLUMBIA UNIVERSITY, Columbia College New York, NY
BA, Creative Writing, GPA: 3.82, *Cum laude* 2014

- Director of Nightline Crisis Hotline; Secretary of Sabor Latin Dance; Columbia Tour Guide

Experience

BOSTON CONSULTING GROUP New York City, NY | Summer 2021
Summer Consultant

- Led feasibility study to improve economic mobility of Latinx chefs and food service workers by analyzing demographic data, professional outcomes, educational landscape, and labor market dynamics of culinary industry
- Designed strategy to grow number of healthcare workers in Western Pennsylvania by evaluating recruitment pipeline for nurses and planning implementation of joint venture between nursing school and hospital system

DONORSCHOOSE New York City, NY | 2016–2020
Nonprofit, $900M+ in resources to 80% of public schools nationwide. Originator of crowdfunding as funding model.

Senior Partnerships Manager (2018-2020); **Partnership Manager** (2017-2018); **Partnership Associate** (2016-2017)

- Directed portfolio of $12M in recurring corporate giving toward philanthropic programs, advising 17 clients, from Fortune 500 companies to foundations, including largest-ever cryptocurrency donation to a nonprofit ($27M)
- Managed and mentored 4 interns and 1 full-time fellow in program targeting talent from diverse backgrounds

Selected Clients and Projects:

Chevron / Fuel Your School

- Revitalized partnership with Chevron, DonorsChoose's largest partner ($55M over 10 years; 6% of organization's revenue), by leading cross-functional team of 6 to reimagine how we support client
- Saved 200+ hours and prevented $60k+ in misspent funds by developing new partnership strategy
- Conducted analysis on funding in 268 cities; used findings to build more equitable donation model

PwC / Digital Fitness programs

- Steered client away from ineffective project and devised an alternative that reached 100k low-income students and grew partnership by $1.9M (20x)
- Exceeded program acquisition benchmarks by 275%, designing outreach that surpassed goals with lower acquisition cost and in shorter time frame than similar projects at DonorsChoose

GLIA New York City, NY | 2015–2016
Technology startup, communications platform for companies to connect with customers.

Content Strategist (2016), **Consultant** (2015)

- Co-wrote seminal book about digital customer service and developed management framework for freelance writers

NOODLE New York City, NY | 2014–2015
Education technology startup, 20 employees, democratizes research on academic institutions.

Assistant Editor

- Managed relationships and workflow of 250+ education experts who contributed content to site
- Coordinated editorial projects including marketing analysis and exploration of college search through AI

Leadership

WOMINYAN New York City, NY | 2016–2020
International Jewish feminist organization providing year-round immersive programming for 160+ members

Founder, Executive Director

- Created and lead organization that advocates for gender-inclusive and feminist Judaism, resulting in community that has hosted 45+ events and retreats across US, reaching an audience of 400+ people
- Earned trust from funders and demonstrated proof of concept, resulting in budget increase of 287% ($19.4k for last major event) and making Wominyan a hallmark program of their grantmaking

MOISHE HOUSE New York City, NY | 2016–Present
Jewish organization that builds community by creating programming hubs in 110 houses across 27 countries.

- Mentored 17 leaders internationally to launch grassroots peer-led retreats in Mexico, Uruguay, Argentina, and USA

Additional

- **Global Perspective**: Proud citizen of three countries — Guatemala, where I was born and raised, US, and Israel
- **Languages**: English (native), Spanish (native), Portuguese (fluent), Hebrew (intermediate), French (beginner)
- **Interests**: Film photography, novel writing, salsa dancing, and traveling (35 countries, 129 cities and counting)

Christophe Michotte

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Education

Stanford Graduate School of Business Stanford, CA, USA
Master of Science in Management, Sloan Fellow 2022
- One-year, full-time degree program for accomplished leaders and executives
- STEM M.S. in Management, 3-year U.S. Work Authorization (OPT)

London Business School London, United Kingdom
Master of Science in Finance, Final Grade: A 2017

Vlerick Business School Ghent, Belgium
Master in Financial Management, Great Distinction (78.5%; top 5% of class) 2011

Katholieke Universiteit Leuven Leuven, Belgium
Master of Advanced Business Studies, Distinction (75%) 2007
Master in Applied Economics, Distinction (75%) 2006

Experience

Sequoia Investment Management London, United Kingdom
High-Yield Fund ($3bn Assets Under Management)
Vice President, Investments 2017 – 2021
- Received fast-track promotion to Vice President in October 2018, following outstanding performance.
- Invested $700m in real assets over four years to achieve a blended return of 9% with little to no oversight from senior management and whilst managing a group of seven associates and analysts.
- Led the creation of a pioneering infrastructure Collateralized Loan Obligation (CLO) investment vehicle ($233m size and target IRR of 15%), sourcing $24m in equity investment, and managing two analysts.
- Performed detailed financial modelling, due diligence, and structuring for over 40 prospective transactions, resulting in 14 investments with an average investment ticket size of $50m.

Morgan Stanley London, United Kingdom
Associate, Investment Banking 2014 – 2016
- Promoted to Associate in August 2014 from Senior Analyst in five months.
- Closed $3bn worth of M&A sell-side transactions, whilst managing a group of four analysts.
- Advised EQT Infra on the sale of Koole Terminals to J.P. Morgan Asset Management & OTPP for $1.7bn in December 2015; developed marketing materials and conducted financial valuation.
- Advised Delta N.V. on the sale of Indaver (Energy for Waste) to Katoen Natie for $1bn in March 2015; developed marketing materials and conducted financial analysis.

Bank of America Merrill Lynch London, United Kingdom
Senior Analyst, Investment Banking 2011 – 2013
- Recognized as a top 10 performer (out of 300 analysts); Closed $9bn in M&A sell-side transactions.
- Advised UPS on the proposed acquisition of TNT Express for $6.3bn in March 2012, performing financial valuation and conducting due diligence on a bilateral basis.
- Advised CVC on the sale of Taminco to Apollo Global Management for $1.4bn in December 2011, writing an information memorandum and managing the due diligence process.

Solid International (Non-Governmental Organization) Lima, Peru
Microfinance Start-up 2009 – 2010
- Started a microfinance institution ($1m balance sheet), providing micro-credits (less than $300 per person) to circa 2,000 rural indigenous families, who were excluded from the formal banking sector.

Additional Experience

National Bank of Belgium (Belgian Central Bank), *Credit Scoring, Research Intern* 2007 – 2008

Additional Information

Languages: English (fluent), Spanish (fluent), Dutch (native language), French (conversational)
Presentations: Guest lecturer for the London Business School Project Finance class

CLIFFORD MILLER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

HAWAII PACIFIC UNIVERSITY Honolulu, HI
Bachelor of Science in Business Administration 2019

- Summa Cum Laude (4.0/4.0 GPA)
- Member of Alpha Chi Honors Society & Alpha Sigma Lambda Honors Society

Experience

NAVAL SPECIAL WARFARE ADVANCED TRAINING COMMAND Honolulu, HI
SEAL Chief Operator – Course Manager 2018 – 2020

- Managed training staff in SDV Operator Course during day-to-day operations; including training, professional development, and mentorship, resulting in 100% qualification of high-risk, in-water SEAL instructors (SDV is a manned submersible/miniature submarine, used to transport Navy SEALs)
- Supervised and participated in 1500 hours of classroom instruction, 637 hours of high-risk SDV diving, and overhaul of previous curriculum, resulting in 15% student performance increase, and 98% graduation rate
- Oversaw critical functions at SDV Schoolhouse; administered risk mitigation processes, $5MM in budget and assets, and timelines, resulting in zero mishaps and full compliance, while decreasing overall course length by 30%

SEAL DELIVERY VEHICLE TEAM ONE Honolulu, HI
Special Operator 1st Class – Leading Petty Officer 2015-2018

- Managed 14 SEALs and 26 Support Personnel during daily operations; involving training, overseeing $4MM budget and assets, and operational timelines and logistics without discrepancies, while guiding tactical proficiency
- Planned and led teams on clandestine maritime missions across multiple sensitive operations to gather an unprecedented amount of intelligence vital to advancing US government national security priorities
- Entrusted by leadership to make strategic decisions under high stress, with imperfect information, on compressed timelines with minimal guidance; managed $500K+ of classified equipment with no discrepancies

Special Operator 2nd Class – Primary Pilot/Supply & Ordnance Dept Head 2012-2015

- Spearheaded planning, logistics and execution of joint training exercise involving foreign partners and inter-service U.S. Special Forces personnel, including coordination with foreign senior officers and exercise support
- Led daily SDV Pilot briefs for senior leadership, including for inter-command and international exercise collaborations
- Mastered critical skillsets; Honor-Man of SDV Operator Course and NSW Lead Breacher Course, and standout in NSW Sniper, leading to early promotion to Primary Pilot, Lead Breacher and Lead Sniper

BASIC UNDERWATER DEMOLITION SCHOOL & SEAL QUALIFICATION TRAINING San Diego, CA
Trainee 2010-2012

- Completed physically demanding, dive calculation intensive BUD/S and SEAL Qualification Training as leader of 7-person boat crew, 1 of 19 from total 298 original candidates to complete SEAL training on first attempt

US NAVAL AIR STATION Rota, Spain
Air Traffic Controller – Ground Control Supervisor 2008-2010

- Analyzed aircraft locations, directed ground traffic, utilized radar to track and adjust aircraft headings, and notified aircraft of approach procedures and emergencies, consisting of 4745 annual flights with 100% accuracy
- Led 12 students as Class Leader, and recipient of class Honor-man, during the rigorous Naval Air Traffic Controller School, managing timelines, accountability, tutoring, and physical fitness programs, resulting in 100% class success rate

Additional

- Tagalog – Defense Language Proficiency Level 1+ (lower conversational)
- Master Training Specialist (MTS), and holding a Top Secret/Sensitive Compartmented Information security clearance
- Volunteered at Make A Wish Foundation, resulting in long-term pen pals, and tutored classmates UG studies

GLYNNIS MILLHOUSE
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EDUCATION

STANFORD UNIVERSITY SCHOOL OF ENGINEERING Stanford, CA
Master of Sciences in Computer Science Candidate, Artificial Intelligence track, GPA 4.1/4.0 2022
Languages: C, C++, Python, SQL
Selected Coursework: CS106B, CS107, CS161, CS230

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Co-President of Food & Agriculture Club, Co-President of Wellness Club

DARTMOUTH COLLEGE Hanover, NH
B.A. in Mathematics and Economics, minor in Studio Art 2008-2012
- Valedictorian 2012 (GPA 4.0/4.0)

WORK EXPERIENCE

VP Product and Strategy, GAMALON Cambridge, MA
April 2017 - June 2019
- Led product and strategy for Gamalon, a startup representing the largest single DARPA investment in next generation artificial intelligence, from seed-stage through successful Series A
- Rapidly focused development efforts on a single flagship product to commercialize, doing customer discovery and researching 10+ product ideas before deciding on one
- Led customer discovery and product demo and MVP design, resulting in 10x enterprise customer base growth
- Invented product prototypes to allow humans to interact with and teach the artificial intelligence in novel ways, resulting in a provisional patent

Product manager, JANA MOBILE Boston, MA
July 2015 - April 2017
- Owned and launched Jana's first self-service platform, from design and customer discovery to implementation and go-to-market in India, Indonesia, and Brazil, resulting in a 90% increase in content and user growth from thousands to millions
- Led cross-functional algorithm development to increase capacity of sales and account management and promote data literacy and engagement, directly resulting in a 75% decrease in costs ($300k in savings) while maintaining client outcomes
- Managed engineering team of ten to launch an intelligent alerting product, allowing Jana to scale revenue to $30M
- Promoted twice in less than 2 years

Business analyst, MCKINSEY & COMPANY Chicago, IL, Lagos, Nigeria, & Boston, MA
August 2012 - July 2015
- Led development of grocery store promotions forecasting tool based on statistical analysis of historical data at terabyte level scale; "Promo Advisor" is now one of McKinsey's flagship solutions
- Trained teams across multiple food retail and agricultural companies on data-driven decision making in marketing and supply chain
- Created innovative data analytics and visualization tool for Nigerian vaccination emergency operations center, resulting in 50% decrease in nation-wide wild polio cases in 6 months
- Served as **Director of Data** through McKinsey secondment program. Owned all data and technology decisions for failing schools in the urban south, resulting in an 11% increase in assessment performance
- Consistently rated in the top tier of business analyst performance globally

ADDITIONAL

- Co-Founder of Beantown Startup Studio and Chicago Community Consulting

KIYA MIRSHAHI

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *2020-Present*

University of Cambridge **Cambridge, UK**
Bachelor of Arts in Chinese (East Asian) Studies - High 2.i (3.8 GPA equivalent.) *2013-17*

- Year abroad at Peking University, Beijing (2015-16)

PROFESSIONAL EXPERIENCE

Overton Venture Capital **New York City, NY**
Summer Investment Associate *2021*

- Seed/Series A consumer-focused fund investing in USA/Europe
- Sourced, evaluated, and executed high-growth consumer sector investments, including in e-commerce platforms, future of work, EdTech, NFTs, and health & wellness
  - Led business diligence on investment opportunities (incl. financial modelling, unit economics, market/competitor analyses), managed cap tables and financing processes
  - Sourced 5 competitive investment opportunities, 3 of which are now in advanced due diligence
- Provided portfolio company support for *The Inside* (D2C digitally native made-to-order furniture brand)

Boston Consulting Group **Dubai, UAE/Tokyo, Japan/London, UK**
Summer Associate; Associate *2016; 2017-20*

- Trusted to present to boards/chairpeople of sovereign wealth/venture funds, Crown Princes and country leadership
- Managed several Business Analysts in multiple projects across Europe, USA, Middle East, Asia (selection below)

$200m Series C investment in Babylon Health (2019)

- Led US/UK start-up sourcing for Saudi's Public Investment Fund (PIF), eventually identifying and then covering PIF's $200m Series C investment into Babylon Health (online doctor app)
- Led investment diligence (including market/industry analysis, financial modelling), presented to PIF IC

$1.8bn sports fund investment proposals, with deals reported globally

- Developed investment thesis for a GCC fund's $400m acquisition of high-profile UK Premier League soccer club
- Conducted diligence of top-tier UK sports broadcasting rights deal worth $350m

$300m state-of-the-art theme park investment proposal and development plan

- Designed entire concept for theme park in "NEOM", a futuristic smart city, with project based in Tokyo
- Ran due diligence of global theme park trends and technology to identify revolutionary value proposition
- Sourced top-tier gaming and frontier tech partners, based in Japan, Korea, UK, USA, to build and licence content
- Led full valuation of theme park through detailed financial business case

$500bn megaproject (NEOM and "The Line") conceptualisation, reported globally

- Led conceptualisation of entire $500bn megaproject across multiple sectors (e.g., mobility, entertainment, technology)
- Managed teams of technical experts, key government stakeholders, and investor consortium
- Personal ideas and concepts were reported by NYT and WSJ

Womentum – Start-up Accelerator **Berlin, Germany/Dubai, UAE**
Creator/Project Lead (while working full-time at BCG) *2018-Present*

- Developed 3-month accelerator for female-led tech start-ups across Europe and MENA; third edition underway
- Sourced and evaluated >1000 start-ups across industries; selected 8 to partake in second cycle of accelerator (2019):
  - Designed 2-week boot-camp with Impact Hub Berlin for workshops by Google, Microsoft, Apple
  - Created long-term mentorship programme with >60 BCG consultants including Senior Partners
  - Prepared Demo Day pitch event with $200K of immediate investment on offer from region's leading investors
- $15M seed funding raised by second edition start-ups 8 months after accelerator cycle concluded

ADDITIONAL

- **Languages:** English (native); Mandarin (advanced); French (advanced); Russian (basic)
- **Community:** Chief advisor to British Association for Human Rights in North Korea (2015-19); created mentorship program for ~40 Syrian refugees in UK (2014-20); World Economic Forum "Global Shaper" (2019-Present)
- **Hobbies:** Soccer; field hockey (represented Cambridge); saxophone; Brazilian samba drums
- **Travel:** On mission to visit every country in the world: travelled to >145 countries, including North Korea and nations that "do not exist" (e.g., Transnistria, Somaliland)

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS *2020 – 2022*
Master of Business Administration Candidate

UNIVERSITY OF CALIFORNIA, BERKELEY *2011 – 2015*
B.S. Business Administration, Walter A. Haas School of Business GPA: 3.85
Magna Cum Laude, Phi Beta Kappa, Dean's Honors List GMAT: 760

EXPERIENCE

WORKLIFE VENTURES | San Francisco, CA *Fall 2021*
MBA Intern

- $65M investment fund raised by solo GP Brianne Kimmel focused on early-stage "future of work" companies
- First hire tasked with building out firm strategy and internal processes, sourcing and evaluating deals (seed, Series A)

RAMP | New York, NY *Summer 2021*
MBA Intern

- $4B Series C (Coatue, Redpoint-backed) fintech platform focused on solving spend management for enterprises
- Assessed growth levers (e.g. international transactions, metal cards) to determine optimal strategy to drive spend
- Led $20M fixed-income investment in cryptocurrency platform Circle; USDC issued loan collateralized by BTC
- Built out frameworks to evaluate and track key performance metrics and unit economics (LTV, CAC, ROAS)

CAPITALG (GOOGLE CAPITAL) | San Francisco, CA *2017 – 2020*
Senior Associate, Investment Team

- Alphabet's independent growth equity fund (Series B+) with investments across the U.S., Europe, India and China
- Responsible for evaluating potential investment opportunities which includes analyzing company financials and unit economics, performing market and competitor analyses and presenting diligence findings to investment committee
- Spent two years on enterprise software team, one year on consumer team. Prior investments include:
  - $100M investment in Applied Systems, $4B insurance software business owned by Hellman & Friedman
  - $50M investment in Dataiku, ~$5B data science platform focused on serving citizen data scientists
  - Follow-on investments in Freshworks (IT software), Gusto (benefits software), Cuemath (ed-tech platform)
- Led efforts around female-focused businesses; sourced and evaluated deals including Maven, Kindbody, Progyny
- Worked at portfolio company Cuemath, Series B Indian ed-tech platform focused on improving learning outcomes through innovative online and offline mathematics curriculum (Summer 2019); served as board observer (2019-2020)

GOLDMAN SACHS & CO. | San Francisco, CA *2015 – 2017*
Investment Banking Analyst, Technology, Media & Telecommunications Group

- Led IPO, follow-on processes for Twilio; assisted with offering prospectus, investor presentations, valuation analyses
- Performed financing, valuation analyses (accretion/dilution, DCF) for multiple $10B+ semiconductor transactions
- Reviewed as top quartile analyst (highest distinction) for both years; extended early promotion to associate

ADDITIONAL

LANGUAGES: Bengali (fluent), Hindi (working proficiency), Spanish (limited proficiency), French (limited proficiency)
COMMUNITY: Stanford Women on Boards (*Current*), All Raise (*Current*), Stiles Hall (*Current, Board Member)*, Minds Matter
INTERESTS: traveling, yoga, reading, interior décor, art & style, Professional Bharatanatyam dancer

PETER MISTRETTA

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PROFESSIONAL EXPERIENCE

Cat Rock Capital Management, *Analyst (Consultant),* Greenwich, CT *Apr. 2020 – Aug. 2020*

- Cat Rock is a long/short equity hedge fund founded in 2015 by Alex Captain, a former Tiger Global partner; the firm manages a multibillion-dollar concentrated portfolio of investments in both public and private companies
- Responsibilities primarily included researching and analyzing investment ideas generated by the firm's founder and managing partner and identifying attractive investment opportunities across various industries
- Lead research and analysis for select opportunities in the Aerospace & Defense, Internet, and B2B Software industries

Motorsport Network, *Finance & Operations*, Miami, FL *Sep. 2019 – Dec. 2019*

- Motorsport Network is a digital content and entertainment company focused on the motor racing and consumer automotive verticals
- Followed former Liberty Media colleague, who was brought in by MSN's owner as CEO, to help develop the underinvested in finance function in preparation for an IPO and/or other monetization event
- Responsibilities included building first corporate operating model consolidating 90+ legal entities and 30+ operating entities, drafting marketing materials for minority investment process, and beginning drafting of IPO documentation

Liberty Media Corporation, *Investment Associate,* Denver, CO *Aug. 2017 – Sep. 2019*

- Liberty Media is a portfolio of listed investment holding companies investing across private and public equity in the TMT space
- Responsibilities included diligence and execution of various types of investment opportunities - including outright acquisitions, control investments, minority growth financings, strategic portfolio company M&A, etc.
- Area of diligence/investment focus was broadly characterized as TMT, but more specifically included music, sports, other live entertainment, and video games
- Spent two months in Los Angeles working with Live Nation on pricing, sales, and product strategy for its Ticketmaster subsidiary

Morgan Stanley & Co., *Investment Banking Analyst,* New York, NY *Jun. 2015 – Jul. 2017*

- Completed two-year analyst and summer internship programs in Morgan Stanley's Investment Banking Division advising corporate clients on capital raising alternatives in both the public and private capital markets and on M&A opportunities
- Sectors of focus included payments technology, data & analytics firms, and other technology-enabled service providers

EDUCATION

Stanford University Graduate School of Business: *Master of Business Administration* *Sep. 2020 – Jun. 2022 (expected)*

Williams College: *Bachelor of Arts in Economics, Cum Laude* *Sep. 2011 – Jun. 2015*

- **Activities**: Men's Ice Hockey four-year letter earner & two-year student coach; Statistics 101 Teaching Assistant

COMMUNITY INVOLVEMENT

- ***Williams College Class Agent:*** Responsible for classmate engagement for annual contributions to the Williams Alumni Fund
  - **Co-Chair of Leadership Giving Committee** *(Jul. 2019 – Present):* responsible for identifying and engaging with classmates with a high likelihood of large gifts in the Class of 2015
- ***Team IMPACT*:** Non-profit based in Boston connecting children with chronic illness and/or physical disability with college sports teams
  - **Official Team IMPACT West region representative** *(Jul. 2018 – Aug. 2019);* **Event Volunteer** *(Aug. 2017 – Aug. 2019);* and **Williams Men's Hockey Team IMPACT representative** *(Sep. 2012 – Jun. 2015)*

ADDITIONAL INFORMATION

Interests: Road Cycling, Ice Hockey, and reading biography, popular philosophy, and popular psychology

KESAOBAKA 'KES' MODUKANELE
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Education

Stanford Graduate School of Business | Master of Business Administration Candidate — Stanford, CA | 2022
London School of Hygiene and Tropical Medicine | Master of Public Health — London, UK | 2014
Stanford University | Bachelor of Science, Molecular Biology — Stanford, CA | 2012

Product Experience

FACEBOOK – Developer Experience Operations Manager — Sunnyvale, CA 2018 -2020

- ***Developer Support Products:*** Launched a technical support channel to enable ~80K 3rd party developers to integrate with Facebook APIs, driving a 32% increase in conversion from non-active to active apps. *Specifically*:
  - Assessed developer needs via surveys, UX research, sentiment analysis and competitor benchmarking
  - Influenced stakeholders (i.e. engineers, designers, operations etc.) to co-create solutions
  - Built product roadmap which included feasibility assessment and a go-to market plan
  - Tested (i.e. bug bash) and incrementally rolled out the new support channel
- ***Regulatory Products:*** Managed end-to-end lifecycle of regulatory products to comply with Federal Trade Committee order that all active 3rd party apps appropriately access, use and store user data. *Specifically*:
  - Audited current state of internal and external regulatory products (i.e. widgets, tools, features)
  - Wrote product requirement documents detailing new features, entry points, UX flows and vendor processes
  - Prioritized features based on FTC requirements, product risk assessments and headcount constraints
  - Created go-to-market plan, launched the product, and continuously monitored performance against KPIs
- ***Messenger Chat Bots Product:*** Automated best practice feedback to 20K+ Messenger chatbots driving 5X increase in reach – beyond enterprise customers – to small and medium sized businesses
- ***Facebook Login Product***: Drove ~3% increase in end-user conversion rates for Facebook Login by providing strategic feedback to 3rd party developers to adopt features that resulted in high quality user experiences

TEACHAIDS – Product Management Intern — Palo Alto, CA |2010-2012

- ***TeachAIDS Animations:*** Launched HIV/AIDS animations to decrease stigma, reaching 100K+ students across Botswana. Animations endorsed by former president of Botswana, Mr. Festus Mogae

Consulting Experience

A.T. KEARNEY – Management Consultant — San Francisco | 2015-2018

10+ client engagements in High Tech, Health Care, Consumer Goods and other industries. Select experiences:

- Led analytics and strategic road mapping for 5-year global pharmaceutical company's "beyond the pill" digital transformation strategy. Scoped commercialization considerations and go-to-market plan
- Built data model for 5-year growth strategy of a retail pharmacy chain to expand into oncology specialty with estimated 2X revenue growth potential

UNITED NATIONS JOINT PROGRAM ON HIV/AIDS – Consultant — Pretoria, South Africa |2012-2013

- Triangulated population data and fine-tuned statistical models to generate national estimates of HIV prevalence and infection rates. Analysis published in 2013 UNAIDS Report on the Global AIDS epidemic

Entrepreneurial & Business Development Experiences

DESIGN FOR EXTREME AFFORDABILITY - Entrepreneur — Stanford, CA |2020

- Applied human centered design process to build affordable healthcare solutions for low income populations

HARAMBE NIGERIA – Program Manager — Stanford, CA |2009-2010

- Built leadership curriculums for 10 Nigerian universities to employ entrepreneurship into Agricultural studies

Leadership Experiences

Stanford GSB Impact Fund– Investor, Health Care Deals — Stanford, CA | 2020
Association of Stanford Southern Africans – President, Founder — Stanford, CA |2009-2012

Technical Skills

STATA, SQL, Python & Gurobi (Optimization & Simulation), Advanced Microsoft Excel

Carlos R. Montesinos

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA

- Master of Science in Management – Stanford MSx Program Class of 2022 (expected)
- Full time master's program uniquely designed for global leaders at Director/Executive Level

UNIVERSITY OF CALIFORNIA BERKELEY, Walter A. Haas School of Business, Graduation: May '06 Berkeley, CA

- Bachelor of Business Administration in Finance & Accounting (Finance GPA: 4.0 / Cumulative GPA: 3.5)

Experience

CAPTALYS Sao Paulo, Brazil

Private Debt Investments – Managing Director / Director Jul 2018 – Mar 2021

- Part of executive board and co-responsible for drafting and executing the company's strategic plan
- Responsible for origination, execution, and management of $60mm in private debt investments through multi-strategy and multi-industry transactions in 2019 with portfolio returns of 19.6% p.a.
- Co-manage fund's $300mm in Assets Under Management and participate in the investment committee
- Successfully created the fund's Credit Services, Onboarding, and Collections divisions in 2020

ACESSO PAYMENT SOLUTIONS Sao Paulo, Brazil

FinTech Startup – CFO / Fundraising Mar 2016 – Jun 2018

- Oversaw accounting, cash management, forecasting, fundraising, and M&A at Acesso, FinTech startup that offers banking services to the underbanked population
- Successfully executed Series B fundraising process. Co-led drafting of fundraising materials, sourcing of potential investors, production of due-diligence materials, and negotiation of transaction contracts

SANTO ANTONIO GROUP (STA) Sao Paulo, Brazil

Family Office – Vice President Apr 2013 – Mar 2016

- Led strategic planning, execution, and M&A at portfolio companies
- Executed turnaround at one portfolio company by implementing new revenues streams, control routines, best market practices, and pragmatic approach to operations. EBITDA margin increased from 14% in FY2013 to 18% in FY2015; 20% YoY revenue growth

TPG CAPITAL Sao Paulo, Brazil & London, UK

Private Equity – Associate Oct 2010 – Mar 2013

- Co-led opening of TPG's office in Brazil, working directly for TPG's Head of Latin America
- Led investment execution processes, assisted in drafting and negotiations of transaction documents, drafted investment committee materials, created financial models, and monitored portfolio companies
- Responsible for $125mm minority investment in Rumo, a multimodal logistic services provider

MERRILL LYNCH New York, NY

Merchant Banking & Principal Investments – Associate / Analyst Aug 2007 – Feb 2009

- Performed extensive due-diligence processes; produced investment committee materials and financial analyses in support of potential middle-market structured debt and equity investments in Latin America
- Early promotion based on ability to lead deal processes and strong technical and investing skills
- Co-led $67mm acquisition of minority stake in Brazil-based restaurant chain

CREDIT SUISSE New York, NY

Mergers & Acquisitions – Analyst Jul 2006 – Jul 2007

- Performed valuation analyses and built detailed financial models in support of potential transactions in the US in BPO, financial services, real estate, and retail sectors

SKILLS & OTHERS

- Native fluency in English, Spanish, and Portuguese; American Citizen with Brazilian Permanent Visa
- Passionate about education, career coaching, and helping start-up founders
- Enjoy playing the piano and classical guitar, cooking, going on road-trips, and experiencing other cultures
- Experience in strategic planning, investing, M&A, growth & private equity, portfolio management, turnaround, Lean Six Sigma, management, FP&A, startup, fundraising, and problem-solving

ALESSIA MORALES

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EDUCATION

Stanford Graduate School of Business – Stanford, CA **Expected 2022**
Master of Business Administration Candidate

- *Involvement:* Arbuckle Leadership Fellow; Investor at GSB Impact Fund (Justice Team); Leadership for Society Scholar (AI ethics research); Cohort Leader for Tech, Ethics, and Public Policy (seminar); Lean Launchpad

Columbia University, Columbia College – New York, NY **Graduated 2012**
Bachelor of Arts in English and Philosophy

EXPERIENCE

Google – Remote (CA-based)
Product Strategy and Operations MBA Intern, Platforms and Ecosystems **June 2021 – September 2021**

- Defined strategies for upcoming products and future growth areas for Android and Wear leadership
- Evaluated launching 5 features in an international market with a complex regulatory environment, working with PM, Eng, BD, Legal teams, which resulted in resource investment for 1 launch (recommended against other 4)
- Supported creating Android's strategy for the future of Connected Home, including leading investigation into the user needs landscape and current state of value of Connected Home to Google across other product areas

McCann Worldgroup – San Francisco, CA and New York, NY
Global Strategy Director **August 2019 – July 2020**

- Led multiple corporate strategy projects related to data, analytics, and AI for a global agency network of 20,000+ employees, working directly with Chief Digital Officer, Chief Operating Officer, and EVP of Data Science
- Launched a new workshop offering to uncover bespoke client opportunities with analytics for Fortune 500 brands
- Created data upskilling trainings and resources to educate 300+ senior leaders across geographies/functions

Senior Global Strategy Manager **May 2018 – July 2019**

- Developed a new strategic initiative for data, analytics and AI that contributed to multimillion-dollar business wins globally; included creating business models, GTM strategy, and training/sales materials, with exec. leadership
- Led a 15-person team of creative directors, designers, producers and more to develop a docuseries and event toolkit in partnership with WIRED about AI (budget: $500,000+). Premiered at Cannes Lions Festival 2019
- Supported the creation of an online research tool that gives employees access to 15M proprietary data points

Global Strategy Manager **November 2015 – April 2018**

- Built RapidHack, an ideation and prototyping workshop for clients, and launched a global "how-to" toolkit to 20,000+ employees. Led hacks that resulted in award-winning products for brands such as USPS and Chevrolet
- Managed a multinational team that created a two-year strategic roadmap for a major Nestlé brand in Mexico, including consumer research, market analysis, creative development, and operations planning
- Led thought leadership efforts regarding emerging technology, including authoring whitepapers, starting a company-wide technology newsletter, and travelling globally to present to clients and internal teams
- Negotiated multi-year contracts worth over $1M with established and startup data and technology providers, and led the evaluation of a partnership for a new data and AI center of excellence with a major technology company

Ogilvy – New York, NY
Creative Strategist, OgilvyOne **September 2014 – October 2015**

- Launched customer engagement programs for leading brands such as Starbucks, UPS, and Citizens Bank via data analysis, original research, brand platform development, persona/journey creation, and communications planning. Helped Starbucks increase membership 18% YOY through loyalty program and app reboot
- Founded internal agency that provides leadership opportunities to young talent through projects for startups, non-profits, and government organizations. Grew pipeline to 6 clients in less than a year
- Co-managed eCommerce business unit, supporting CEO of OgilvyOne on growth and new business pitches

Global Consultant, Commerce@Ogilvy and OgilvyRED **June 2013 – August 2014**

- Created a new role to support emerging focus on eCommerce. Included working with exec. leadership to launch a global center of excellence and consulting on digital innovation projects across retail, beauty, and hospitality

Associate **September 2012 – May 2013**

- Selected as one of ~20 participants from 1000+ applications for the Associates Program, a one-year rotational program. Rotations included strategy, account management, business development, and brand consulting

Foursquare – New York, NY
Community Intern **September 2011 – May 2012**

- Communicated with users, provided feedback to engineering teams, and optimized support resources

ADDITIONAL INFORMATION

Languages: English (native), Spanish (fluent), French (conversational)
Awards and Recognition: Adweek Young Influentials 2019, Bloomberg Beta Future Founder 2019

Taiki Morita

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Education

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate Expected May 2022
- Kamiyama Scholar for Entrepreneurship | CFO of Student Association | Stanford -Tsinghua Program
- Finance and Investment club | Finance and Accounting courses | Wall Street Prep & Training the Street

Harvard Kennedy School of Government Cambridge, MA
Master of Public Administration Candidate Expected May 2023
- Belfer Fellow (Led by Dr. Ash Carter; awarded for leadership, analytical skills and intellectual distinction)
- Economic Diplomacy Initiative with Dr. Lawrence Summer | Korean Project with Dr. John Park

Keio University (Dual Degree with Sciences Po Paris) Tokyo, Japan
Bachelor of Arts in Economics Mar. 2018
- GPA 3.7 | Public Finance | Hirai Scholar-Athlete Award | Trained Samurai, Three-stage Kendo player

The Paris Institute of Political Studies (Sciences Po Paris) Paris & Le Havre, France
Bachelor of Arts Mar. 2016
- GPA 3.8 - Top 3 among dual degree | Philosophy, Politics and Economics | Tokio Marine Scholar | Trilingual

Experience

Diplomat, Ministry of Foreign Affairs of Japan (Japanese Foreign Service) Tokyo, Japan
Deputy Chief of Team, Specialized division on North Korean Affairs Mar. 2019 – July 2020
✧ Achieved strategic alliance with U.S. at U.S.- North Korea Summits and promoted as youngest Deputy Chief
- Led team of 5, among 20 in the division; generated joint messages after +20 North Korean missile launches and spearheaded policy coordination with U.S., South Korea, China and Russia within three hours
- Built model on NK economy and trade to quantitatively prove UN sanction violation, especially with oil.
- Developed analysis on "*Impact of NK's Missile Launches on Financial Markets*" with financial institutions.
- Spearheaded Japan's delegation at Japan-U.S.-South Korea ministers summit on North Korean nuclear threats

Other Leadership experiences: Appointed to command two ministry-wide ad-hoc teams
- Commanded 5 aero-rescue missions to Wuhan, China, saving +1000 Japanese civilians midst COVID crisis
- Directed recruiting process for +1000 applicants, and achieved record-high female representation of 55%

Team Member, Specialized division on North Korean Affairs Apr. 2018 – Feb. 2019
✧ Youngest (age 20) and Top 0.3% (9/2558) to pass competitive National Exam to enter Government of Japan
✧ Served as first, youngest and only new grad on the newly-formed Specialized Diplomatic Team on North Korea
- Identified and implemented denuclearization negotiation tactics for U.S.-North Korea (Trump-Kim) Summits
- Crafted and managed +500 cabinet approved documents to North Korean related legal inquiries
- Designed and directed Japan-U.S.-South Korea press conference for 500 media conference attendees; negotiated with +30 media channels for event coverage; enforced inclusion of 20 free-lance journalists
- Acquired 200 hour intensive training for diplomats including international law, history, economics

Selected Finance Experience

Bank of Japan (Japanese Central Bank) Tokyo, Japan
Monetary Policy and Central Banking Intern Feb. 2017
- Led research on the Eurozone sovereign debt crisis and the ECB's QE policy in 2011. Analyzed Italian government bond's fluctuation and created alternative monetary policy with yield curve control.
- Offered a full-time position as central banker with candidacy for sponsorship for a PhD in Economics

Development Bank of Japan Tokyo, Japan
Banking and Buy-out Intern Jan. 2017
- Simulated a real buy-out case for Sony Chemicals Corporation; conducted data and macroeconomic analysis.

J.P. Morgan Tokyo Office, M&A Advisory Team Tokyo, Japan
Investment Banking Analyst Intern Dec. 2016
- Generated M&A proposal for Takeda Pharmaceutical Co.; Offered fulltime analyst role on Advisory Team

Additional information

- International experience: Educated in Greenwich, CT, Washington D.C. (St. Albans), Tokyo, Paris, Le Havre
- Volunteer: NPO for Immigrants | Welfare service for the Disabled Persons | Fukushima nuclear power plants

KATE MOSLE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Member of Stanford Women on Boards, Private Equity Club, and Finance and Investing Club

STANFORD GRADUATE SCHOOL OF EDUCATION Stanford, CA
Master of Education Candidate 2022

STANFORD UNIVERSITY Stanford, CA
Bachelor of Arts in History 2016
- GPA: 3.8/4.0; Minor in Economics, Honors in Ethics in Society
- Parliamentary debate team, Cap and Gown Leadership Society, op-ed contributor to *The Stanford Daily*

Experience

BOSTON CONSULTING GROUP Dallas, TX
Consultant (promoted at 24 months) 2019-2020
Associate 2016-2018

Financial modeling
- Forecasted impact of COVID-19 to company's revenue streams, created perspective on budgetary implications, identified targets for budget cuts, results presented in public board meeting
- Modeled financial impact of redesigned compensation system for over 1,000 employees to the organization's budget under various scenarios

Industry analysis
- Created framework and priorities to guide 20-year strategy for Texas statewide education and workforce development, recommendations presented to state legislature for policy and grant making
- Quantified financial impacts of potential changes to minimum wage policy changes on overall restaurant industry, evaluated risk and forecasted location closures
- Identified, analyzed, and prioritized transformational revenue opportunities for NCAA Division I major-conference athletic department

Company performance optimization
- Identified and prioritized $20M in savings from merger synergies for U.S. healthcare company
- Sized new business strategy for multi-brand restaurant company, identifying a $400 million opportunity, informed strategy using consumer insights and created project management and implementation plan
- Created plan to scale adoption of new prescription fulfillment software for major retail pharmacy chain

STRATEGIC GRANT PARTNERS/ONE8 FOUNDATION Boston, MA
Venture philanthropy foundation that awards over $30 million in grants annually
Portfolio Associate 2018-2019

Sourcing
- Built foundation's investment hypotheses and guidelines for data-driven, evidence-based grants

Diligence
- Evaluated potential grantee financial statements, worked with founders to refine future projections and align on targets, used those targets to set grant amounts and milestones

Portfolio support
- Collaborated with non-profit founder to launch and incubate new workforce development initiative; identified state-level market, created business plan, identified funding streams, and mapped industry partnerships
- Designed dynamic teacher compensation model within multiple 10-year budget forecast scenarios
- Analyzed user data to measure an ed-tech math program's efficacy and inform plans to expand to new states

Additional

- Urban Debate League volunteer judge
- Education Pioneers Impact Fellow (2018-19): Invited to participate in selective fellowship program for business and data professionals interested in investing in the education space
- Created a "giving circle" at BCG that annually pitches and selects organizations for office-wide donations
- Enjoy backpacking, playing piano, *Radiolab*, Stanford and Texas football

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Nandini A. Mullaji

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EDUCATION

Georgetown University, School of Foreign Service (BSFS) **Washington, DC; May 2017**
Bachelor of Science in Regional Studies for Asia & the Middle East; Concentration in Urban Planning
GPA: 3.86/4.00 | Major GPA: 4.00/4.00 | Awarded Hunt Regional Studies Prize for top student in the major

WORK EXPERIENCE

Head of Product | *Lido Learning* **Mumbai, February 2019 – September 2019**
• Scaled and led a team of 25 engineers, 6 designers and 2 product managers to build an edtech platform for online tutoring for students in Grades 5 to 9 in India from paper plan the initial product launch in 3 months; currently serving 2000 students
• Managed end to end roadmap for the virtual classroom student and parent platforms, teacher training platforms, and CRM
• Built a virtual classroom for 7 way audio-video live stream and interactive content that used 300MB of data/hour
• Reduced training time for fresh hires to be ready to teach from 30 days 10 days, by building a 100% online training platform
• Developed a gamified learning platform for students to 'Learn and Earn', redeeming points for offline rewards, driving up average student engagement from 4 days/week with 55 minutes/session to 6 days/week with 95 minutes/session
• Quantified learning outcomes measurement at an individual student level and designed a recommendation engine to push personalized content, learning challenges and homework questions to each student, improving school grades by 20-30%
• Designed freemium product for a marketing campaign for 1,200,000+ students in 2000 schools across India that lead to a 14% lead to sale conversion, beating the industry average of 5% and top performer in the space by 3%

Founder and Co-director | *India Innovation Lab* **Washington DC and Mumbai, June 2016 – Present**
• Founded policy-design action lab and incubator to develop intersectional solutions to public health issues in India; served 120+ undergraduate students, 11 research teams and various visiting academics, politicians, and policymakers
• Received $3 million grant from The Gates Foundation to work on public health in Bihar, India for 2017-2018
• Partnered with the governor of Maharashtra (2nd most populous Indian state) on 2 projects to reduce rates of farmer suicide: cooperative green houses and farming tools for village blocks; and low-cost satellite-backed climate data distribution
• Piloted 3 projects in public sanitation with Member of Parliament of North Mumbai constituency (4 million residents): mobile toilets for women; menstrual health awareness campaign; and illuminated walkways to public toilets
• Led India expansion: taught a low-cost version of the Lab as a year-long course to 45 Masters in Public Policy students at St. Xavier's College, and offer mini 3-day Labs at ~30 public and private high schools across India

Associate | *Aspada Investments* **Bangalore, September 2018 – January 2019**
• Conducted diligence on 250+ companies in three 3 sectors - agriculture, education and fin-tech and led a Series A investment of $3 million in an organic produce import business for pomegranates
• Managed 3 edtech portfolio companies and structured a successful exit through a strategic acquisition for a 7x return

Business Analyst | *McKinsey & Company* **Washington DC, Summer 2016; August 2017 – August 2018**
• Developed 10-year strategy for US state to become the leading technology hub through partnerships with education institutions, and building new financial tools to support STEM students, entrepreneurs and companies
• Designed long term education strategy for US state to strengthen STEM performance, and minority student graduation rates
• Built out 5-year plan for a Top 5 power tools manufacturer to re-outfit 23 global factories, with projected savings of $600m
• Developed suite of 3 consumer lending products for a collaboration between a top 5 global retailer and top 5 US bank
• Led diversity recruiting for analysts in Mid-Atlantic, increasing women, LatinX, LGBTQ and Black applicants by 30%

Technology Lead | *Digital Capability Centre, McKinsey & Company* **Chicago, March 2018 – July 2018**
• Managed factory production line of 18 operators at McKinsey's experiential learning site for manufacturing and supply chain
• Implemented 5 new cutting edge technologies at the factory in robotics, AR/VR, skill building and data analytics, that increased profits by 20% and reduced rework, training and maintenance costs; designed supporting curriculum and workshops
• Designed an augmented reality app for manufacturing, with real-time analytics, maintenance needs, and worker productivity

Project Manager | *Designing the Future(s) of the University* **Washington DC, October 2014 – May 2017**
• One of five students chosen to lead Georgetown University's $7 million higher education research center and incubator
• Prototyped school-wide recommendation engine for classes, mentors, & activities to be launched Summer '18; built a self-authoring app to guide major declaration and thesis process, using machine learning and reflection analytics
• Piloted and institutionalized new pedagogical model of 'humanities studios', adopted by 20+ faculty members across 7 departments; and conducted independent research to publish guides to 'humanities studios' for faculty and students
• Co-designed Bridge Semester, a series of courses on life skills for young alumni, projected to bring in ~$300,000 annually

Skills: Microsoft Office, Java & Python (basic), Google Analytics, Adobe Creative Suite, AutoCAD, Tableau, UX Design
Interests: Professional ballet dancer (Royal Academy of Dance); certified barre instructor; board game & video game designer

KABUNGO YANICK MULUMBA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

STANFORD SCHOOL OF MEDICINE Sanford, CA
Medical Doctor Candidate 2022

- Arbor Free Clinic Manager; Kennedy Rosse Building Financial Officer, Research Assistant positions in Stem Cell and Cardiac surgery labs, Student National Medical Association Financial officer

HARVARD UNIVERSITY Cambridge, MA
A.B. Human Developmental and Regenerative Biology, 2015

- Senior Thesis (Patent): Preventing Autoreactivity and T cell inhibition of Chimeric Antigen Receptor T cells,
- Clubs: Shotokan Karate Club, Facilitator for discussion salon, Rape and sexual assault prevention instructor, First Aid/CPR/AED instructor, Research Assistant in stem Cell and immunology labs

HARVARD BUSINESS SCHOOL Cambridge, MA
HBX CORe Student June 2014-Aug 2014

- Engaged in 3-month intensive course in Business Analytics, Economics for Managers and Financial Accounting.

Experience

POINT SUR INVESTORS Stanford, CA
Private Investment firm focused on biotech/pharma research July,2020 – Present
Equity Research Junior Analyst

- Evaluated immunology/oncology clinical stage biotech companies, interviewed KOLs and management teams to identify investment opportunities.

ARBOR FREE CLINIC Stanford, CA
Student run clinic that offers care in partnership with Stanford Medicine 2018 - 2019
Medical Services Manager

- Supervised over 25 medical students and coordinated specialty clinics that provided care to under-served patients
- Established on-site lab services that improved care and enabled cost savings for patients, and enhanced student education through strengthened partnership with medical school.
- Oversaw recruitment of physician volunteers and responsible for running the clinic during hours of operations

INTELLIA THERAPEUTICS Cambridge, MA
Clinical stage biotech company using CRISPR/Cas9 to treat genetic disorders 2015 - 2017
Senior Research Associate

- Performed primary experiments and data analyses to identify led targets for partnership with Novartis, filed for patent and Investigational New Drug based on results
- Created and implemented onboarding training and protocols for new team members as inaugural hire in group
- Investigated clinical disease areas to employ CRISPR as therapy and presented findings to medical directors

KENNEDY ROSSE BUILDING Stanford, CA
Residential assistant and apartment complex Financial officer 2018 - present

- Coordinate residential life activities in graduate apartment building with 100 residents.
- Organized meal delivery to over 50 residents unable to leave campus due to COVID-19
- Manage a budget of over $15 000 and responsible for reimbursing events and keeping everyone within budget

Additional

- Language competencies: French (Conversational)
- Technical/computer skills: Genome Editing (CRISPR/TALENS), PRISM, FACS Sort/analysis, In-vitro Transcription, CRISPR/Cas, Cell Culture, Lenti-viral transduction/production, Vector Design, PCR, RNA/DNA extraction, DNA Sequencing, Luciferase Assay, Western Blotting, Gel Electrophoresis, Excel, PowerPoint, R and Matlab
- Interests: Shotokan Karate (Green Belt), exploring various ski slopes, playing soccer, playing tennis, watching sci-fi and thriller movies, Reading suspense novels

Jaime Muñoz

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
MBA Candidate | LunaCap Scholar | Toigo Fellow | Management Leadership for Tomorrow — June 2022

University of California, Los Angeles — Los Angeles, CA
Bachelor of Arts, Economics & Minor in Film/TV/Digital Media — June 2015

EXPERIENCE

PayPal, Inc. — Remote
MBA Intern, Consumer Product Marketing, Cards & Crypto — Summer 2021

- Developed product positioning and customer segmentation strategy for new US digital wallet card (debit, credit, buy now pay later, crypto); user research and concept testing results will be tailored and used to launch in UK and DE markets Q1 2022
- Supported initiative to improve enrollment of PayPal Cash Card before migrating users to new card platform; identified levers within the onboarding and card activation funnels to improve enrollment by ~20K cards per month
- Created value proposition and go-to-market strategy for new cashback credit card (3% on PayPal, 2% on all other purchases)
- Designed financial education playbook for PayPal and Venmo to incorporate financial literacy opportunities around Crypto

Bridge Money | Seed-stage Digital Bank — Remote
MBA Intern, Product & Growth — Aug 2020 - June 2021

- Bridge Money is a Neobank providing accessible financial products and services to the underbanked; employee #3
- Oversaw product development of unemployment benefits mobile feature and marketing of peer-to-peer money transfers
- Created help center to improve self-service capabilities and support customer migration to new banking as a service partner
- Supported various marketing initiatives and lead generation programs to grow customer base from 150 to 5,000 issued cards

Kapor Capital | Early-stage VC Fund — Remote
Portfolio Operations Intern, Fintech — June 2020 - Aug 2020

- Designed a referral program for new customers to improve fintech portfolio company's customer acquisition strategy
- Optimized onboarding workflows and communication channels to verify and convert leads into revenue generating customers
- Collaborated with a freelance designer and copywriter to execute a brand refresh and update web and mobile interfaces

Accenture Strategy — San Francisco, CA
Business Strategy Consultant — July 2017 - June 2020

- Managed a team of 4 consultants to conduct 40 interviews and document 300+ service offerings to create a services catalog for Customer Experience group of a professional employer organization; identified $8.3M in service rationalization savings
- Designed an enterprise portfolio management function overseeing 250+ projects ($800M in investments) and identified $32M in investment redundancies; developed proposal for creation of value realization office, which delivered $5.2M net new sales
- Developed a post-merger integration plan and strategic roadmap for the largest semiconductor acquisition in history ($47B); analyzed 480 business processes and created 30 financial business cases with $20M in synergies

LEADERSHIP, ACTIVITIES & INTERESTS

Accenture Diversity Partnerships Mentor Program — San Francisco, CA
Founder and Lead — Nov 2016 - June 2020

- Chartered a national development program and crafted comprehensive mentorship curriculum aimed at coaching summer interns from underrepresented backgrounds; the program has supported 80+ interns, 100% received a full-time offer

Global Peter Drucker Forum — Vienna, AT
Thought Leadership Competition Winner and Panelist — Nov 2015 & 2016

- Selected 3rd out of 200 global applications for thought leadership piece about managing humanity in the digital age and served as a panelist with senior executives and academia leaders to discuss perspective on the Ecosystem of Entrepreneurship

Summer Venture in Management Program Alumni Association — Sunnyvale, CA
Recruiting Committee Member, Regional Chair, and Director — Oct 2014 - Sep 2018

- Managed 20 committee members & 35 college ambassadors across the U.S and Puerto Rico to optimize marketing channels and increase applications; outreached to 3,500 organizations within 500 schools, expanding program from one cohort to two

ADDITIONAL INFORMATION

Interests: Murder Mystery Novels | Ceramics | Kickboxing | Cinematography | Volleyball | Harry Potter | Disney | Financial Literacy

Ali Nahm

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EDUCATION

Stanford Graduate School of Business
Master in Business Administration Candidate Expected 2022

Harvard University
BA in Computer Science, MS in Applied Math 2015
- Graduated cum laude with high honors
- First co-chair of web and social media for the Women in Computer Science organization
- Director of Chinatown Afterschool: Coordinated logistics and finances for volunteers tutoring elementary school students in Boston's Chinatown district

PROFESSIONAL EXPERIENCE

Overton Venture Capital New York, NY
Investment Associate 2020 - 2020
- Screened and ran due diligence on potential investments
- Developed a market deep-dive analysis on aging-in-place technology
- Automated and simplified sourcing and screening workflow

Humu Mountain View, CA
Chief of Staff, Product & Sales Operations 2018 - 2020
- Employee #9 of a Series B SaaS company that has raised $30M+ and grew to 90+ employees
- Chief of Staff to co-founder responsible for product and engineering and the VP of Sales
- Interim sales operation lead. Developed Salesforce workflow and analyzed sales performance
- Led defining the quarterly product roadmap. Informed priorities, analyzed user engagement and sales revenue data, and communicated with key stakeholders throughout the company
- Built recruiting process that doubled the engineering team with 50% female representation
- Managed staffing and scoping of all projects of the 20+ person product and engineering team

Data Scientist 2017 - 2018
- Led cross-functional teams to develop novel algorithms measuring employee sentiment
- Developed foundational data infrastructure used in the company's flagship product

Airbnb San Francisco, CA
Machine Learning Engineer 2015 - 2017
- Developed search ranking algorithms, increasing the company's revenue by 4% cumulatively
- Owned development of an internal tool used daily by all search ranking team members
- Gave a public technical talk on Airbnb's search product in March 2016
- Mentored two female engineering interns to empower more women in the tech industry

MIT Media Lab, Human Dynamics Group Cambridge, MA
Research Assistant 2013 - 2015
- Analyzed political preferences of voters and trends of polarization in the American electorate
- Paper accepted in the 8th International Conference on Social Informatics (SocInfo) 2016 (https://arxiv.org/abs/1610.07004)

ADDITIONAL INFORMATION

- Mentor at Manara supporting young women in Palestine to land get software engineering jobs
- Love to travel. Past international trips include Thailand, Mexico, Japan, Finland, India

BETH NAKAMURA

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EXPERIENCE

Lyft **San Francisco, CA**
Senior Software Engineer, Cloud Infrastructure **September 2017 - Present**

• Founding engineer on the Capacity team, building tools to track, monitor, and report on multi-cloud resource cost and usage company-wide. Worked with Engineering and Finance leadership to build tooling to understand, monitor, and control cloud spend as part of Lyft's public-readiness efforts and March 2019 IPO
• Launched internal tool to report cost metrics to engineering executives and analyze usage trends, including negotiating a $300M enterprise deal with Amazon Web Services, improving topline metrics like cost-per-ride, and evaluating long term strategic cloud initiatives
• Designed and implemented cloud instances tooling managing Lyft's entire fleet of cloud compute, automating recommendations for optimal inventory, and executing on advance purchasing to save Lyft $6-10M per month on AWS cloud compute for a cumulative savings of over $95M per year
• Analyzed Lyft's traffic to understand capacity needs and secure sufficient cloud resources to guarantee uptime during Lyft's peak events to handle record numbers of rides per hour (Halloween, NYE, Super Bowl)
• Technical lead; company subject matter expert for AWS, growing team to 5+ engineers, interviewing, mentoring, reviewing code, defining team roadmap and quarterly goals, and representing team externally

GE Digital **San Ramon, CA**
Digital Technology Leadership Program **July 2015 – August 2017**

Two-year software engineering rotational program with assignments across GE businesses

- Implemented data services for Predix, GE's software platform for data collection and analysis of industrial machines, including the object-store broker and time-series ingestion and querying services for Predix's General Availability product launch
- One of fourteen selected members from all GE leadership programs nominated to join NextGen Advisory Board, GE's cross-business committee working with GE's Global Director of Early Career Talent Pipeline advising executives on improvements to early career programs
- Designed and graded coding challenges issued to ~250 applicants onsite at 2016 Grace Hopper Celebration of Women in Engineering resulting in a faster, more inclusive, and targeted recruiting pipeline

VOLUNTEER

Techtonica Mentor **March 2017 - Present**

Techtonica is a nonprofit that offers free, full-time tech training to Bay Area women and non-binary adults with low incomes and places graduates into jobs with sponsor companies

- Mentor Techtonica apprentices through technical project consultation, interview preparation, and career progression to increase the number of women software engineers in the industry
- Contribute and review content for Techtonica's open-source software engineering curriculum

EDUCATION

Stanford University **Palo Alto, CA**
Masters of Business Administration **June 2022**

- **GSB Impact Fund**, Portfolio Operations team - provides high-touch advisory services to companies and drives portfolio-wide projects like entrepreneur community, metrics systems, and impact measurement

University of Michigan **Ann Arbor, MI**
Bachelor of Science in Mathematics & Bachelor of Business Administration **May 2015**

ADDITIONAL

- **Skills**: Python, Go, SQL, AWS
- **Hobbies**: Woodworking, swimming, and 2018-2019 fantasy football champion

Masahiro Nakanishi

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS & EDUCATION Stanford, CA
M.B.A. (Concurrent) – Product Management 2020-2022
M.A. (Concurrent) – Education 2020-2022

- Member of Product & Tech Clubs, CS432 (Computer Vision for Education and Social Science Research w/ A+)
- Applied Transfer Learning and built Sushi/Ramen Classification & Sushi Instance Segmentation tools *(Python)*

BROWN UNIVERSITY Providence, RI
M.Sc. (Concurrent) – Biostatistics Integrative Studies (GPA 4.00/4.00) 2015-2017
B.Sc. (Concurrent) – Applied Mathematics – Economics (GPA 3.92/4.00) 2013-2017

- Phi Beta Kappa, Sigma Xi, Magna Cum Laude, Davis United World College Scholar
- President of United World Club, President of Table Tennis Club (Divisional Champion, Competed in Nationals)

Experience

FACEBOOK Menlo Park, CA, US
Facebook Reality Labs - Summer Strategic Sourcing Manager 2021-2021

- Leading a cross-functional initiative to standardize specification alignment process across teams including, **Product Management**, Engineering, Quality, and Strategic Sourcing while defining the North Star Metric and evaluating the tradeoffs between User Experiences and Procurement Cost / Supplier Capability implications

MCKINSEY & COMPANY Tokyo / Osaka, Japan
Associate 2019-2020
Business Analyst 2017-2019
Product Management & Global Operations (Japan, US, China, UK, India, UAE)

- Spearheaded the development of a $6 bn eCommerce business model, bridged clients with overseas partners, and formed the roadmap with the client Project Leader / CEO to launch a spin-off entity (Fortune Global 150)
- Led Design Thinking workshops, ideated a $100 M automobile financing business model, discussed the usage of GPS & Sensor Data for driver behavior-based insurance / credit, shaped persona from FGIs / User Research, and facilitated multitude of meetings with potential overseas partners including startups (Fortune Global 50)
- Created a Web App that reads in Excel and allows users to easily conduct Linear Performance Pricing with GUI, improving task efficiency by ~90% compared to when conducted solely using Excel *(R, Shiny)*
- Guided various clients with UI/UX improvement plans based on feedback analyses of App Store reviews / FGIs
- Organized McKinsey's Advance Analytics initiative, and hosted the very first two-day training program in Asia
- Supervised eight client divisions across four countries as a client transformation coach, organized negotiation simulation training, and contributed to an actual direct cost saving of $100 M (Fortune Global 100 / DOW 30)

MORGAN STANLEY Tokyo, Japan
Investment Banking Division TMT Team – Summer Analyst 2016-2016

- Created longlists for telecommunication clients to identify potential M&A opportunities in two continents and performed valuations using comparable companies / precedented transaction analyses (Fortune Global 100)

DELOITTE TOHMATSU FINANCIAL ADVISORY Tokyo, Japan
Data Science Team - Summer Analyst 2015-2015
Product Development

- Self-taught Python / Natural Language Processing by watching Stanford University's YouTube courses and created an Automatic Text Classifier for the forensic team using Naïve Bayes algorithm *(Python, SQL)*

THE UNIVERSITY OF TOKYO Tokyo, Japan
Econophysics Department Complex Systems Simulation Lab - Summer Researcher 2015-2015
Product Development

- Conducted Agent-Based Modeling / Reinforcement Learning of Minority Games (close to El Farol Bar Problem) and studied its potential implication on financial markets, winning a Global Leadership Award *(MATLAB)*

Additional

- Skills: R, Python, MATLAB, SQL, HTML, CSS, AWS, Scraping, Japanese (Native), Chinese (Fluent), French (Basic)
- Activities: Global Citizens Initiative Mentor, Ivy League Leadership Conference Leader, NPO Founder
- Hobbies: Tennis, Table Tennis, Skiing, Calligraphy, Piano, Harmonica, Haiku, Real Estate Mapping

ANNA NAKAYASU, MD (OB/GYN)

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

THE UNIVERSITY OF TOKYO SCHOOL OF MEDICINE Tokyo, Japan
Bachelor of Medicine / Licensed MD in March 2017 2011-2017

- Awarded Satta Medical Scholarship as one of 6 medical school students with potential to become leaders in society
- Founded UTWO (University of Tokyo Women's Organization); hosted symposiums and interactive sessions with 20 alumni, 100 current students, 50 high school girls, aimed to alleviate gender gap at University of Tokyo, with only 18% female students
- Selected for international clinical clerkships at University of Pennsylvania and Gothenburg University affiliated hospitals

Professional Experience

UNISON CAPITAL, Inc Tokyo, Japan
Pioneer of private equity investment in Japan, investing more than 800 billion yen
MBA Summer Intern Summer 2021

- Initiated sourcing of medical device companies and nursing homes in Japan through 2-month intern period

FLATIRON HEALTH San Francisco
Healthcare technology and services company focused on accelerating cancer research and improving patient care
MBA Summer Intern Summer 2021

- Contributed to the international expansion team through 1-month intern period

JAPANESE RED CROSS MEDICAL CENTER Tokyo, Japan
Central Medical Institution of Japanese Red Cross Society, with one of largest perinatal/pediatric center in Japan
Fellow in Obstetrics and Gynecology 2019-2020

- Trained for patient care in both inpatients and outpatient; performed 200 surgeries, and oversaw 300 deliveries
- Volunteered to serve in resource-limited regional hospital with physician shortage, at Nasu Red Cross Hospital
- Selected to represent junior physicians to serve on the hospital's work-life-balance reform committee, with 6 senior physicians

Resident 2017-2019

- Matched at competitive residency program ranked within top 10 every year among Japanese medical graduates
- Awarded "Best Resident" out of 19 residents in program, nominated by attendings for clinical and research excellence

THE MINISTRY OF HEALTH, LABOUR AND WELFARE Tokyo, Japan
Social Security Council 2017-2020

- Regular attendance at Ministry council on social security, healthcare policy and medical education

Additional Experience

Research on Careers and Work Life Balance of Young Physicians in Japan 2018-current

- Led national research on career of young physicians; identified framework, created study design, executed research at 92 hospitals across Japan, presented results at multiple national conferences
- Invited as only young speaker to present about work-life balance of young physicians at 7th annual conference held by International College of Person-Centered Medicine to 400 medical professionals
- Published paper: *Anna Nakayasu et al. Survey on Specialty Preference and Work-Life Balance among Residents of Japanese Red Cross Hospitals. JMA J. 2020;3(2):118-124*

Industrial Physician 2019

- Completed qualification to become certified industrial physician, responsible for employee's health of companies in Japan

YAMAMOTO YUJI SEMINAR Tokyo, Japan
Monthly healthcare management case-discussion seminar hosted by Dr. Yuji Yamamoto, MD/MBA (HBS2007) 2014
President

- Managed 15-member student team to organize and market seminars, participated by 50 members/session
- Managed alums and participants to establish diverse lasting community/network of 1500 people in healthcare industry
- Directed creation of interactive learning programs in genetic medicine, universal health coverage, and medical tourism, by collaborating with multiple stakeholders (providers, insurers, pharmaceuticals, government, etc.)

Additional

- STEM-MBA: Eligible for 3-year US Work Authorization under STEM OPT
- World Economic Forum's Global Shaper, representative of Tokyo, community of youth aiming for social impact
- Initiator of women's health seminar series, and frequent speaker for women's health lectures

Yosef Negussie

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
MBA Candidate; GMAT: 740; Fellowship: $52K/year September 2020 – June 2022

- *Student Alumni Board Member*: Attend quarterly Alumni Board of Directors meetings and organize alumni programs
- *Career Committee Member*: Elected in Student Government role to engage students with employers and Career Center

Amherst College **Amherst, MA**
Bachelor's in Mathematics and Economics; QuestBridge's Award: Full Scholarship September 2011 – May 2015

- *Amherst's Fencing Team Captain*: Led 4 practices (2 hours each) weekly with coach and team captains; fenced Foil
- *Instructor*: Selected as TA for Intro to Calculus, Grader for Intro to Analysis, and Peer Tutor for Logic and Game Theory

EXPERIENCE

The Chernin Group (TCG) Capital Management **San Francisco, CA**
Investment Associate Intern June 2021 – August 2021
$1B+ AUM growth equity firm with portfolio including Cameo, Headspace, Goldin Auction, Barstool Sports, and Hodinkee

- Staffed on investment team, contributing to all stages from deal origination and evaluation to portfolio company support
- Selected Experience:
  - Deal: Led evaluations for remote fitness app (previously raised at $80M valuation) and math app (50M users)
  - Portfolio: Performed diligence for Headspace executives, resulting in $3B merger of mental health industry leaders
  - Research: Developed POV thesis on $7B health coaching market and presented to TCG partners, sourcing 12 targets
  - Pipeline: Sourced EdTech firms using diverse channels and led calls, connecting 5 founders to TCG for discussions

IBM **Washington, DC**
Managing Consultant, Global Business Services (GBS) Strategy and Analytics November 2019 – August 2020

- Exceeded performance reviews and metrics all 5 years, earning promotion to be youngest People Manager in DC office
- Led cross-functional teams, market research, and pricing solutions on 19 health proposals, winning $115M in signings

Senior Consultant, GBS Advanced Analytics July 2017 – October 2019

- Led 20-person novice biz dev team in 2 competitive deals, securing both healthcare contracts valued at $150M total
- Selected Experience:
  - Food and Drug Administration (FDA), *Partnership Lead*
    - Negotiated 5-year data partnership contract with a research institution, resulting in 15M electronic health records and administrative claims data for client and $3M/year in revenue for IBM
    - Streamlined IBM's procurement process with subcontractors, reducing contract negotiations' timeline by 50%
  - Large Federal Agency (Top 5 IBM Account), *Data Scientist and Team Lead*
    - Supervised 4 data scientists on US mission-critical program to develop data mining strategies and predictive models to identify fraud claims, protecting $200M in additional annual revenue for client
    - Developed hypotheses and tests for 8 new customer segments, reducing false positive rates by 50%
    - Analyzed complex data sources (100M+ records) with SQL to brief findings to clients for Congress meetings

Consultant, GBS Advanced Analytics June 2015 – June 2017

- Selected Experience:
  - IBM Growth and Capture Support, *Co-Founder and Team Lead*
    - Pioneered group on top of billable work and scaled to 60 consultants in less than 1 year by influencing key IBM senior executives, reducing burnout, engaging junior talent, and boosting win rate; group adopted by GBS NA
    - Prepared and conducted training for 100 consultants to senior managers on full lifecycle proposal development
  - Global Logistics Services Provider (Annual Revenue > $50B), *Business Analyst*
    - Performed competitor analysis and synthesized findings to optimize supply chain, increasing net profit by $5M

ADDITIONAL

One Tent Health **Washington, DC**
Vice President, Development November 2018 – August 2020
Non-profit with 2,000+ volunteers that tests for HIV and COVID in D.C.'s highest-risk neighborhoods on weekends

- Appointed by CEO to source funds, manage pipeline, oversee and write grants, and present updates to Board members
- Launched 2020 summer internship for 9 interns, resulting in 8 grants, 10 letter of inquiries, and $300K projected funding
- Organized 2 senior-year capstone programs with professors at Georgetown University and American University

Skills: SQL, Financial Modeling, Sourcing, Market Sizing, Design Thinking, PowerPoint, Agile, Visio, R, and Data Science
Interests: Poker (Organizer), Fantasy Football (Commissioner), Skiing, Chess, Travel Hacks, and Shark Tank

Amanda Neilson

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PRIMARY WORK EXPERIENCE

BOSTON CONSULTING GROUP Melbourne, Sydney, AU / Riyadh, Saudi Arabia

Junior Consultant May 2019 – Present

- Produced $60M savings for the State Government and a 6-month schedule reduction for a state transport project by identifying multiple uses for existing infrastructure and technology, and de-scoping redundant program elements.
- Enabled major infrastructure program reforms to achieve long overdue regulatory approval, thereby stemming losses of $1M per week, by designing and building the risk assessment model in partnership with nationally-renowned engineers.
- Generated an economic development strategy for a rural area (pro bono), which empowered the local community to fund the establishment of an Economic Leadership Group and drove the revival of adventure and agri-tourism industries.
- Designed a series of gender-inclusive educational institutions for a Saudi Arabian district focused on modernization of Saudi offerings, including Saudi Arabia's first theatre management school (construction commencing early 2020).
- Partnered with senior leadership to launch BCG Australia's Ally Network, recruiting 30+ senior leaders in first 6 months, and became the first female office lead of Pride@BCG across all BCG offices in the Asia-Pacific.
- Delivered individual training to over 100 student consultants on storylining, developing issue trees and workplans, and strategic communication with the not-for-profit clients they serve, and assigned BCGers to provide mentoring guidance.

Associate May 2017 – May 2019

- Founded a national diversity platform within BCG ANZ to tackle unconscious bias across the organisation, securing senior sponsorship, $10K annual funding and over 30 active members within 6 months of concept development.
- Reduced run rate costs by $45M per year for a global real estate development company by re-designing its finance department and operating model in direct partnership with the Chief Financial Controller.
- Designed and ran a global CEO future-planning tour with the Chief Transformation Officer and BCG Managing Director for a $13B international construction company, orchestrating design sessions in the US (Nashville, New York) and UK.
- Identified opportunity for $40M in savings for a financial institution by discovering and quantifying opportunities for automation and digitization in marketing, valuation and procurement.
- Organized a global start-up tour for senior Australian government executives, connecting them with AI- and machine-learning-enabled companies from San Francisco to Bengaluru to help build a new national technology platform.

TEACH FOR AUSTRALIA Shepparton, AU

Associate December 2014 – December 2016

- Improved the average Year 12 final-year student grade in Philosophy and Legal Studies at Shepparton High School by 22% and 18% respectively over two years, as measured through standardized state-wide exams.
- Designed a school-wide implementation pathway for a standardized approach to literacy tuition, including whole-staff training sessions, resulting in an 85% adoption rate of the literacy intervention over a 6-month period.
- Trained the next generation of over 100 Teach for Australia Associates on classroom practice and maintaining mental health and wellbeing as a new teacher during their summer intensive as one of six alumni invited back by TFA.

NORTH AUSTRALIAN ABORIGINAL JUSTICE AGENCY Darwin, AU

Graduate Legal Intern June 2014 – December 2014

- Reclaimed thousands of dollars of lost retirement savings for Aboriginal clients by running legal clinics in remote communities across the Northern Territory.
- Successfully fought for reconnection of basic services (water and electricity) for remote clients in the NT Housing Tribunal.

EDUCATION

DEAKIN UNIVERSITY Melbourne, AU

Master of Teaching (Teach for Australia) (GPA: 84) 2016

- Top 5% of graduating class; Top-scoring student in Quantitative Research Methods (98); GRE: 330 (164 Q; 166 V; 6.0 AW)

AUSTRALIAN NATIONAL UNIVERSITY Canberra, AU

Bachelor of Arts: Philosophy/Bachelor of Laws with Honours (Overall GPA: 5.561) 2014

- Administrative Law Prize (2012); Academic mentor to incoming Philosophy students; 2 peer-reviewed articles published in *Cross Sections Undergraduate Academic Journal* and the *ANU Undergraduate Research Journal*

ADDITIONAL

- **Founder, Capital Vintage Clothing:** Founded a vintage clothing store, online and at local markets (2011-2013)
- **Activities:** Scuba diving, surfing and stand-up paddle boarding, long-distance running (Melbourne Marathon 2018, 2019), vegetable and herb gardening, modern Australian fiction, travel – 35 countries so far, cooking Italian and Japanese cuisine

Arne Neumann

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2020-2022
- Co-President Arts, Media & Entertainment Club, teaching assistant Leadership in the Entertainment Industry
- Advanced electives include: Business Intelligence from Big Data and Modelling for Investment Management

UNIVERSITY OF MUENSTER Muenster, Germany
Bachelor of Science in Business Administration 2008-2012
- Research assistant and founding member of the MediaLab at the Department of Marketing & Media Research
- Merit-based exchange scholarship at Virginia Polytechnic Institute and State University (USA) in 2011

Experience

A+E NETWORKS New York, NY
Corporate Development and Strategy, MBA Intern Summer 2021
- E.g. developed financial model for a streaming service and prepared negotiations for a talent vertical business

RTL GROUP Luxembourg and Cologne, Germany
Europe's leading entertainment network, 11,000 employees, $7.4bn annual revenue
Vice President – Data Strategy and Business Analytics 2019-2020
- Led project to create a central research, data science and analytics division, consisting of 100+ Employees, providing data driven products, insights and innovations to RTL Germany and further Bertelsmann divisions
- Directly managed three teams with 15+ seasoned experts in the field of data strategy, analytics and product management; who in turn led cross divisional project teams consisting of data engineers and scientists
- Initiated and oversaw the development of data driven solutions such as a central insights dashboard for 3000+ colleagues, a TV audience forecasting engine or a ML-based search engine for streaming service TV NOW
- Transformed the scope of a team of TV audience analyst towards the holistic reporting and analysis of all crucial linear TV and online streaming performance metrics to drive content sourcing and scheduling decision

Chief of Staff to the CEO 2016-2019
- Managed the CEO's strategic agenda and communication, e.g. organized management meetings with up to 200 participants and prepared presentations and speeches for audiences of up to 2,500 business executives
- Coordinated work and information flows between 12 divisional heads, all reporting directly to the CEO
- Organized and managed content board of the CEO and managing directors of 8 TV channels and streaming services; which included multiple follow up projects like the development of a portfolio wide content strategy
- Led projects with up to 20 participants to improve reporting, operational efficiency or conduct strategic analysis to advise the CEO in all areas of the business, e.g. reorganizing the C-level management reporting
- Challenged investment proposals, e.g. for US studio output deals and sport rights with volumes of $100-500m

Corporate Strategy Executive (promoted from Business Development Analyst) 2013-2015
- Co-created different scenarios to develop subscription video on demand services in Europe, which led to investments above $500 million and the launch of subscription online video service TV NOW Premium
- Identified M&A targets and supported valuation, financial modeling and due diligence, which e.g. resulted in the $144 million acquisition of US online technology company SpotX and multiple follow-up investments
- Managed annual strategic planning process, coordinating 25+ colleagues in 8 countries to prepare detailed market analysis, business plans and reviews of strategic projects, on which basis the Executive Boards of RTL Group and Bertelsmann decided on strategic directions and investment budgets

20TH CENTURY FOX Frankfurt, Germany
Financial planning and analysis intern 2012
- e.g. automated the creation of financial reports, reducing manual work by 70%

PROSIEBENSAT.1 MEDIA SE Munich, Germany
Strategic program scheduling intern 2010
- e.g. redesigned kids time slot on TV channel Kabel 1, growing its audience by +25%

Additional

- **Languages:** English (fluent), German (native), French (basic)
- **Tech Skills:** Excel (advanced), PowerPoint (advanced), Python, SQL, R, Tableau, Power BI
- **Volunteer work:** Coached judo teams since the age of 14, served as youth representative & led summer camps
- **Interests:** basketball, judo, international politics, script writing, traveling (esp. South America and Asia)
- **Work authorization:** US work authorization during MBA and until 3-years after graduation under STEM OPT

Chloe Nguy

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EDUCATION

Stanford Graduate School of Business & Graduate School of Education **Stanford, CA**
Joint Masters in Business Administration and Education *Jun 2022*

Columbia University **New York, N.Y.**
Bachelor of Science, Financial Engineering *May 2015*

- GPA: 4.06, *summa cum laude*, Tau Beta Pi Honor Society, Dean's List, Sebastian B. Littauer Award

PROFESSIONAL EXPERIENCE

Wizpresso Limited **Hong Kong, China**
Board of Director (Present), Interim Head of Business Development *Apr 2020 – Jun 2020*

- Developed 3-year business plan for Wizpresso to transform unstructured data and processes into organized insights and workflows across financial, manufacturing, and legal sectors
- Led company's seed fundraising round and raised US$400k amongst angel investors
- Supervised product development for its initial launch product, liaised between business clients and engineers

Goldman Sachs **Hong Kong, China**
Associate, Merchant Banking Division Principal Investment Area *Jul 2019 – Mar 2020*

- Evaluate and execute growth-stage private equity and leveraged buy-out deals in Asia
- Closed investment in China's leading front-to-back logistics management system for e-commerce merchants
  - The first new deal completed by the recently merged Principal Strategic Investments and Merchant Banking team; selected as the first associate to be cross-staffed between the teams
  - Directed the team's company due diligence efforts, modeled 5-year financial projections, as well as analyzed the SaaS and e-commerce spaces in China and globally
- Evaluated potential privatization opportunity in a Hong Kong retail houseware chain, and analyzed privatization methods through scheme of arrangement or voluntary general offer

Associate, Securities Division Principal Strategic Investments Group *Jul 2018 – Jun 2019*

- Directed strategic investments in growth-stage private technology companies and shaped firm-wide strategy projects; managed post-investment activities for US$100mm+ portfolio across 15 companies throughout Asia
- Closed group's first China investment: front-to-back technology tool for China Asset Managers
  - Conducted due diligence and mapped out potential strategic use cases; modeled 5-year revenue growth
  - Educated key New York stakeholders on the new market and persuaded them to pursue the opportunity
  - Negotiated definitive documents and finalized logistics with lawyers, tax teams, and controllers
- Orchestrated strategic partnership with a Chinese conglomerate to build a structured products technology platform
  - Led 20-person cross-division team and created buy-in from high-level executives globally
  - Evaluated US$175bn addressable market in product issuance growth and revenue opportunities
  - Modeled 5-year costs and revenue under deal structure options
- Shaped strategy in Australia, a new market for our group; conducted analysis on the social, financial, and regulatory landscape; developed business plan and key objective results; identified investment targets

Analyst, Securities Division Private Investor Product Group *Summer 2014, Jul 2015 – Jun 2018*

- Managed daily sales and trading of cross-asset structured products to private banks and corporations; collaborated with clients, traders, and structurers to customize and pitch trading strategies
- Structured, marketed, and sold over $1.5bn (+300% YoY) of fund-linked structured notes; negotiated and standardized confirmation terms for this new structure for all private bank clients in Asia
- Spearheaded initiative and worked with technology and trading to automate booking and report generation for Equity Linked Notes, saving the team three hours a day
- Persuaded each client to complete a cumbersome process and on-boarded a new GS trading entity, increasing trading flow and sales credit by 10%
- Nominated as Goldman Sachs Analyst Council Representative to represent analyst class with senior management; chaired professional training panels and established networking events
- Volunteered as Team Captain and led Goldman Sachs Community Team Works

ACTIVITIES, INTERESTS & OTHERS

- GSB Impact Fund – Education VP – Nov 2020 – Present: Elected to source, evaluate, and invest in early-stage companies with compelling social impact in the education space
- Columbia Fifth Year Reunion Committee, Aug 2019 – May 2020: Planning and coordinating reunion program
- Languages: Fluent in Cantonese and Mandarin
- Interests: Competitive badminton (1st runner up for women's doubles in 2018 Wanchai and Southern District competition); adrenaline-inducing activities including bungee jumping and sky diving

PHAN N. NGUYEN

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EDUCATION

Stanford Graduate School of Business – Stanford University | Stanford, CA *2020 - 2022*

- MBA Candidate, Class of 2022, GMAT: 770 / 800 (99th percentile)
- *Leadership & Activities*: Section Representative, Women in Management, Private Equity Club, Media & Entertainment Club

Yale University | New Haven, CT *2013 – 2017*

- *Bachelor of Arts, with Distinction* in Applied Mathematics and *Bachelor of Arts* in Economics, GPA: 3.7 / 4.0
- *Scholarship*: Robert R. Perkins Memorial Scholarship, Yale Scholarship
- *Leadership & Activities*: Founder & President of Yale Private Equity and Venture Capital Club, Yale Cheerleading
- *Internships*: Private Equity Summer Analyst at **Macquarie Infrastructure and Real Assets** | New York, US *2016*
  Growth Private Equity Summer Analyst at **Vietnam Investment Group** | Ho Chi Minh City, Vietnam *2015*
  Hedge Fund Summer Analyst at **Gordian Knot** | London, United Kingdom *2015*

EXPERIENCE

Manticore Games (User-Generated Content Gaming Platform, $100MM Raised in Series C) | San Mateo, CA, US
Product Manager Intern (Return Offer) *Jun 2021 – Aug 2021*

- Designed and planned new major integration feature to increase organic traffic and user acquisition
- Evaluated new strategic opportunity; provided specific recommendations on impact and implementation methods
- Rebuilt the platform growth model; implemented mechanism to show retention levers in the model

K1 Capital (Enterprise Software-Focused Private Equity Firm with $8.5BN AUM) | Los Angeles, CA, US
Associate – Diligence Team (Post-MBA Return Offer) *2019 - 2020*
Analyst – Diligence Team *2017 - 2019*

- Closed 8 transactions including 4 platforms and an exit. Evaluated new investments; led internal diligence stream; facilitated third-party workflows; built IC memos and LBO models; executed add-on acquisitions; supported operational initiatives

  Selected Transaction Experience:

  Diligence lead – minority investment in an insurance issuance software (VP-level responsibilities, Final Bid)
  - Drove internal diligence stream; led all diligence calls; built investment model; managed third parties and advisors
  - Built operational model with areas of improvement and growth levers to use as pitching materials to win the deal
  - Oversaw two analysts; planned and reviewed all diligence analyses and Investment Committee presentations
  - Identified major investment risk related to revenue recognition and built model to estimate real cash payment inflow

  Exit sale of Litera – document lifecycle solution (Closed)
  - Performed diligence and supported post-close integration of two add-on acquisitions to position the company for exit
  - Traveled to Litera regularly to support the Quality of Earnings process to prepare for the exit; consolidated financial data from four different add-on entities and prepared pro forma analyses of the combined company
  - Coordinated with company management and sell-side advisors to prepare selling process materials
  - Prepared seller's funds flow; reviewed buyer's funds flow to identify issues and facilitated closing process

  $200MM platform buy-out of Onit – legal enterprise workflow solution and add-on acquisition of Simple Legal (Closed)
  - Spearheaded a parallel acquisition process for a potential add-on during the process of the main platform
  - Built an LBO model highlighting various financing alternatives including debt at close and recapitalization
  - Performed business diligence analyses such as customer retention, bookings, CAC, white space, etc.
  - Scrutinized customer contracts and conducted customer calls to establish pricing changes as part of the investment thesis

  Selected Portfolio Company Experience:

  Oversaw finance team in the absence of CFO, remediated covenant issue, built operating budgets for a portfolio company
  - Guided finance team in the absence of CFO through covenant breach event. Led the remediation effort and key lender deliverables for covenant waiver, such as EBITDA-cash reconciliation and cash forecast
    - Identified multiple cost-saving areas for the company, including a $750K+ overpayment of interest expenses
    - Built the 2020 operating budget and rebuilt the 2019 operating budget; led business diligence for two debt recapitalization processes for a business with liquidity and operational challenges
  - Collaborated with CEO and senior management to establish operational plan to track toward cashflow break-even
  - Recognized multiple key risks and weaknesses within the company and highlighted them to the CEO and K1, influencing organizational changes in people, systems, and processes
  - Assisted in onboarding 2 new CFOs; worked with exec team onsite for 4 months to ensure a smooth transition period

ADDITIONAL

- *Interests:* Action Movies, the Metaverse, Gardening, Travel, Southeast Asian Cuisine, Painting
- *Community:* Raising money for COVID-19 relief in Vietnam, career program for minorities (SEO)

Viet Nguyen

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2023
- Knight Hennessy Scholar (1% acceptance rate, covers full tuition and room/board)
- Co-president GSB Pride and First-Generation and Low-Income (FLI) @ Stanford GSB

HARVARD UNIVERSITY, JOHN F. KENNEDY SCHOOL OF GOVERNMENT Cambridge, MA
Master of Public Policy Candidate 2023
- Isabelle and Scott Black Fellow

BROWN UNIVERSITY Providence, RI
Education Studies 2017
- Trustee emeritus, student body president, graduation speaker, Fulbright Scholar

Experience

MasterClass San Francisco, California
MBA Strategy and BizOps Intern June 2021 – August 2021
- Worked with C-suite executives to assess risk in new pricing models, resulting in global rollout of tiers pricing
- Drove competitor analysis in the e-learning and streaming space and benchmarked company performance
- Built business cases for new promotions including multi-year plans, renewals initiatives, & win-back strategies

Waterman Ventures Providence, RI (remote)
Venture Capital Fellow July 2020– July 2021
- Sourced deals from promising startups within the Brown alumni community for evaluation
- Performed due diligences for e-gaming companies, resulting in company investment
- Conducted research on new and exciting companies and trends in the edtech space

Khan Academy Vietnam Saigon, Vietnam
Product Manager March 2020 – August 2020
- Spearheaded launch of Khan Academy Vietnam to ensure free, quality education for all Vietnamese students
- Led a team of 14 to create and adapt educational content into the Vietnamese content, including over 800 instructional videos and built processes for video production, quality control, and user feedback from scratch

The Bridgespan Group New York, New York
Associate Consultant August 2018 – February 2020
- Advised global private equity company in the creation of a $2B impact investing fund and developed metrics and criteria to assess impact of portfolio
- Developed strategic plan for the YMCA to expand their services to 10M young people and assessed their financial strength and programmatic portfolio
- Spearheaded the launch of Mobility@Bridgespan to increase supports for first-generation college students

EdMobilizer New York, New York
Founder and Executive Director August 2015 – Present
- Built a national advocacy organization for first-generation, low-income students with work featured in the New York Times, Washington Post, Chronicle of Higher Education
- Manage the largest annual conference for first-generation students in the country, the 1vyG conference, sponsored by McKinsey, Goldman Sachs, Google, and more

Awards and Honors

- **Forbes 30 Under 30 in Education**: Selected as top 30 leaders under 30 bringing access and opportunity to the classroom and beyond
- **Trustee Emeritus of Brown University**: Nominated and elected to serve a two-year term as a voting member of Brown's highest governing body; served on numerous committees including student life, equity in admissions, and trustee vacancies
- **Yale Law School's Arthur Liman Public Service Fellowship:** Selected on the basis of demonstrated leadership in the community and dedication to the public interest

MAKA NGWENYA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **STANFORD, CA**
Master of Business Administration Candidate 2020 – 2022

- Selected by administration to be a Section Representative for the MBA Student Association

MCGILL UNIVERSITY **MONTREAL, QC**
Bachelor of Commerce in Accounting 2012 – 2016

- Honored with Distinction (top 25% of Desautels Faculty of Management's graduating class of students)
- Awarded merit-based major entrance scholarship for academic standing and leadership in community activities

EXPERIENCE

McKinsey & Company
Summer Associate Summer 2021

- Led a workstream from end-to-end to strategically redesign the tech organization of a Fortune 500 omni-channel retailer
- Collaborated with subject matter experts to diagnose and problem-solve client issues relating to missing and inadequate technological capabilities to meet engagement objectives of accelerating technology delivery
- Strengthened client relationships by playing a key role in weekly working sessions and conducted interviews with senior level management to gain insight on pain points and opportunities for operational improvements
- Researched and synthesized best practices of innovative, performance-driven tech operating models
- Planned and prepared materials for a change management forum to lead senior management on a journey to execute the new organizational strategy

KPMG LLP **OTTAWA, ON**
Senior Accountant (2018 – 2020) and Staff Accountant (2016 – 2018) 2016 – 2020

Leadership and Project Management

- Led large "crown jewel" audit engagements with engagement fees of over $500,000
- Managed, trained, mentored, and supervised junior staff in engagement teams of up to five staff members
- Coordinated cross-functional (i.e. tax, audit, advisory, actuarial) client service teams by convening weekly status meetings and liaising pertinent information to ensure engagement objectives and deliverables were fulfilled on time
- Designed project management tools used office-wide to facilitate planning activities, such as budgeting of engagement personnel, fieldwork timing, and determination of project approach and scope
- Selected for recognition and financial reward with KPMG *Spotlight Award* for Operational Excellence

Problem-Solving and Analysis

- Resolved complex accounting issues related to profitability, intangible assets, and legal liabilities and analyzed high-risk fraud areas by utilizing deep technical expertise, knowledge of underlying business issues, and strong client rapport
- Identified and implemented areas for efficiency (e.g. scoping out immaterial entities and consolidating tests over revenue and expenses) to expedite engagement timelines by several weeks while upholding deliverable quality
- Analyzed and adapted to new industries including technology, financial services, law and government, and healthcare
- Selected for travel engagements with minimal manager oversight – within both Canada and the U.S. – due to problem-solving abilities and diligent workload management capabilities in high-stress and uncertain environments

Client Relationship Management

- Advised senior management on financial reporting process improvements to enhance transparency, improve forecasting inputs, and expand tracking of performance-based business metrics
- Conducted interviews of key employees at leading financial institutions to assess internal control environments and authored process memorandums used to design testing approach and inform management of improvement areas
- Awarded 2019 KPMG *Social Impact Award* for social impact through client work, volunteerism, and other firm initiatives

COMMUNITY LEADERSHIP

a COMPANY OF FOOLS **OTTAWA, ON**
Board Member 2018 – 2020

- Spearheaded a three-month long province-wide search to identify, screen and hire an Artistic Director
- Approved and monitored annual budget of approximately $400,000 and provided insight on financial planning, variance analysis, cash management, and internal controls of the organization
- Initiated employee productivity reporting and examined data to recommend and implement salary increases of up to 25%

JULIUS NIEHAUS

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, United States
Master of Business Administration Candidate — 09/2019 – 06/2021

STANFORD SCHOOL OF EARTH, ENERGY & ENVIRONMENTAL SCIENCES — Stanford, United States
Master of Sciences in Environment & Resources (Course Track: Energy & Transportation) — 09/2019 – 09/2021

COOPERATIVE STATE UNIVERSITY BADEN-WÜRTTEMBERG — Stuttgart, Germany
Bachelor of Arts in International Business (graduated with distinction, top 10%) — 09/2013 – 09/2016

- Majored in Finance; completed 5-months exchange at Copenhagen Business School; worked at student consultancy

Experience

FULLCYCLE CLIMATE PARTNERS, LP — Los Angeles, United States
Growth Equity Summer Intern — 08/2020 – 09/2020

- Prepared investment thesis for sustainable fashion vertical and researched investment opportunities
- Modeled Financial and Carbon Return on Investment (CROI) of multiple investment projects

THE GOLDMAN SACHS GROUP, INC. — San Francisco, United States
Investment Banking Summer Associate – TMT Division (received full-time offer) — 07/2020 – 08/2020

- Deals: Prepared marketing materials and financial models for $3B+ software sell-side M&A and $5B+ software IPO
- Coverage: Created M&A investment thesis for $10B+ computer hardware firm

DAIMLER AG / MERCEDES-BENZ AG — Stuttgart, Germany
Corporate Development Associate – Emerging Business Team — 01/2018 – 05/2019

- Served as product manager for 3 months, led team of 4, and incubated iOS app, receiving buy-in from strategy head
- Built pitch for holistic autonomous mobility involving all Daimler divisions, resulting in 1€B+ lead with Asian country
- Set up market model for Mercedes' autonomous mobility service, ran value chain analysis, and presented to CFO
- Developed and introduced portfolio management model to cover 200+ investments and internal initiatives
- Prepared rationale to invest in digital contracting firm and led commercial due diligence

Portfolio Strategy Associate at Mercedes-Benz CASE – Investment Team — 09/2016 – 12/2017
CASE is the 2016-founded future mobility strategy and corporate VC unit at Mercedes-Benz Cars (fund size: $600M)

- **Organizational leadership:** Joined CASE as 1st employee, formulated a vision, and identified talent needs, receiving board approval to grow department from 2 to 16 FTEs (published best practices in compendium on corporate innovation); Managed hiring process, formulated knowledge and learning concept, and trained all new employees
- **Fund setup and deal sourcing**: Developed investment theses, investment processes, and selection criteria for Mercedes' VC investments; Created sourcing strategy, leading to 6 FoF investments in VC funds (e.g. Atomico, G2VP, Earlybird); Managed inbound deal flow and evaluated 200+ opportunities
- **Portfolio company operations:** Led multiple projects for portfolio companies, e.g. setting up market forecast model for tour guide portfolio form; Set up and outsourced accounting dept. at P2P car sharing firm Croove, saving 3 FTEs

  Select Investment Experience
  - **$125M Series G of ChargePoint led by Daimler**: Collaborated with executives to develop EV charging strategy; Managed deal process and coordinated internal experts and 3rd party legal and technical advisors; Led commercial DD and valuation, resulting in strategic discount of 10€M
  - **$92M Series D of Turo led by Daimler**: Ran market & financial analyses and crafted strategy for P2P car sharing to convince CASE CFO to merge portfolio firm Croove with Turo, enabling rapid entry into German market

International Business Trainee in the Dual Study program — 09/2013 – 09/2016
The program is a selective (2.5% admission) management development program comprising five 3-month internships

- Rotated across international sales, procurement (China), strategic controlling and Inhouse Management Consulting

Other

- Received $100.000+ in merit-based scholarships from German National Academic Foundation ("Studienstiftung", 0.5% admission), German Academic Exchange Service (DAAD), and Baden-Württemberg Foundation
- Founded and raised funding for monthly event "A Dish from Home" for 40 refugees and Germans, and led execution 20+ times, receiving wide media coverage and being nominated as finalist of integration award (out of 250 projects)
- Founded and ran career consultancy for 3 years, grew to 1 FTE and 3 freelance experts and consulted 300+ clients
- Voluntarily taught weekly German classes to 25+ refugees and provided mentorship for refugees
- Scores: GMAT 750/800, TOEFL 116/120, German Abitur (University entrance qualification) 1.2 (ranked 3/150)

DYLAN NUGENT

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
Master of Science, Environment & Resources Candidate – Land Use & Agriculture Track

- Food & Agribusiness Club • Product Club • Venture Capital Club • Epicureans at the GSB (E@T)

UNIVERSITY OF NOTRE DAME Notre Dame, IN
Bachelor of Business Administration, Finance & Peace Studies, Magna Cum Laude 2014

- **GPA:** 3.82 • Hesburgh-Yusko Scholar • 1st Prize, McPartlin Award • 1st Prize, Peace Studies Capstone

EXPERIENCE

AFRESH TECHNOLOGIES San Francisco, CA
Early-stage, supply chain technology company using AI to reduce food waste and improve freshness
Consultant, Business Operations & Customer Support 2020 – Present

- Identify thematic trends and opportunity areas for machine learning model improvement

Pre-MBA Intern, Business Operations & Deployment 2020

- Developed analytical framework and dashboard to streamline evaluations of machine learning model's performance; reduced evaluation time from >1 hour to <5 minutes, saving hundreds of hours per year
- Supported grocery partners to adapt procurement processes during COVID-19-driven record high sales

MOUNTAIN HAZELNUTS Lingmethang, Bhutan
Agribusiness/social venture formed in partnership with Gov. of Bhutan; planting 25,000+ acres of hazelnuts
Manager, Business Operations & Strategic Finance 2017 – 2019

- Closed 2 financing rounds to secure $3M and $9M term loans; managed diligence, built financial model, assessed social and environmental impact, and led term sheet negotiation
- Established OKRs and designed organizational structure to accommodate 1,000x hazelnut volume increase
- Managed 15 employees to prototype and implement scalable harvest collection and payment procedures
- Implemented zero-based budgeting process; reduced operating expenses 25% despite expanding operations

MCKINSEY & COMPANY Chicago, IL & Nairobi, Kenya
Public & Social Sector Senior Analyst, Africa Delivery Hub 2016 – 2017

- Allocated $500M in agricultural and rural development investments across 11 countries and full agriculture value chain; improved food security and incomes for 30M smallholder farming households
- Co-led project management office during 11-month organizational transformation; rolled-out 7 new country strategies and implemented new finance, knowledge management, and performance management processes

Business Analyst (BA), Generalist 2014 – 2016

- **Agriculture division strategy for philanthropic organization:** identified areas to more effectively invest $400M annual budget, expanding project portfolio to promoting market access for smallholder farmers
- **Buy-side diligence of food safety platform prior to $XM acquisition (undisclosed):** assessed target's technological differentiation and sized addressable market for food safety testing and labelling
- **Vaccine supply chain advisory for public health consortium:** published 40-page technical guide to improve $250M of cold chain device procurement for 135K facilities across Sub-Saharan Africa

ADDITIONAL

- **Technical:** Alteryx • R • SQL • Tableau
- **Interests:** Hiking & trekking • Live music • Motorcycles • Reading fiction • Snowboarding • Surfing • Yoga

CHISOM OBI-OKOYE

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EDUCATION

Dartmouth College
A.B. in History, minor in English Literature
Hanover, New Hampshire

Honors: Roger Malkin Scholar, Academic Citations for Meritorious Performance in three academic courses

Leadership: Junior & Senior Class President; Member of Committee on Standards, Dartmouth's student judiciary board; Production Manager of The Dartmouth; Historian of Palaeopitus Senior Honorary Society; Director of America Reads, a childhood education non-profit; Philanthropy Chair of Kappa Kappa Gamma

SKILLS

Computer: *Keynote, Microsoft Suite, SalesForce, Adobe Creative Suite (primarily Photoshop, InDesign and Illustrator), Final Cut Pro, Tableau*

Research & Analytics: *SQL, SPSS, Google Analytics, Facebook Analytics & Advanced Analytics, Tableau, survey design, Nielsen, Symphony IRI, Sysomos, NUVI, ethnographic research (fieldwork, expert interviews, data analysis, focus groups), market and trends research, usability testing*

Other: *strategic partnerships, product development, business development, client relationship management, content development, content strategy, media planning, media measurement, digital marketing*

Language: *speaking, writing and reading proficiency in French*

PRESENT

GLOBAL PRODUCT DEVELOPMENT & MARKETING, CREATORS LEAD

PINTEREST, NEW YORK, NY

Define multi-year product strategy for native and premium content acquisition.
Lead inclusive product and diverse content efforts. Build and foster partnerships between Pinterest and diverse content creators and publishers and manage content development with partners.
Use qualitative and quantitative insights to determine product direction and scale adoption.
Develop and execute content monetization strategy to deliver value to creators & publishers.

MAY 2017 – JULY 2019

GLOBAL MARKETING SOLUTIONS MANAGER, BRAND & CONTENT/CREATOR STRATEGY AND PARTNERSHIPS

FACEBOOK + INSTAGRAM, NEW YORK, NY

Marketing and Creative Strategy & Business Development:
Identified and developed new revenue streams; Grew partnership investment from brands by 116% on average by unlocking publisher and creator partnership opportunities on Facebook and Instagram.
Built new, digital product integrations for brands, focused on innovative ways to use Facebook, Instagram, Messenger and WhatsApp; Worked with agencies and partners to bring ideas to life.
Co-created testing methodology to understand the efficacy of creative assets.
Developed and executed brand & growth marketing strategy and campaigns for brands across consumer industries; Measured impact through brand and sales lift analysis. Prepared and led presentations to internal/external CEOs, CMOs, VPs and key stakeholders.

Content Strategy & Product Development:
Created and executed content programs between creators/publishers and managed brands, developing content distribution strategy across Facebook's Family of Apps.
Assessed and negotiated deal terms between premium publishers (ESPN, Turner, Buzzfeed, etc.) and brands; Oversaw development process ensuring that each stakeholder's needs were met.
Analyzed insights and provided recommendations for content and video product development.
Collaborated with engineering and product marketing teams to test and improve product features for content creators on Facebook and Instagram (Fan Subscriptions, Instagram Shopping, Live Video).

Honors & Awards:
Winner of 2018 Industry Innovator Award for projects in premium, long-form video content.
1 of 100 employees invited to Facebook's global 1Africa Summit to provide strategic recommendations for Facebook's 5-year business and creator growth plans in Sub-Saharan Africa.

SEPTEMBER 2015 – APRIL 2017

BRAND PARTNERSHIPS MANAGER

TWITTER, NEW YORK, NY

Collaborated with Brand Strategy and Content Planning teams to develop innovative, digital creative concepts for clients. Educated media and creative agencies on platform and products, partnering deeply with external teams to understand and realize brand's goals through Twitter marketing.
Led a project that analyzed television advertising across tentpole events (i.e. the Olympics) and created a playbook to reaffirm Twitter's marketing efficacy when paired with TV ads, successfully shifting brand marketing spend from television and premium digital content to Twitter.
Elected to lead both Twitter's Black and Women's employee resource groups; created a program to bolster diversity recruitment efforts by providing high-touch support to candidates in the pipeline.

MARCH 2015 – SEPTEMBER 2015

ASSOCIATE RESEARCH ANALYST, PRIMARY RESEARCH

EDELMAN BERLAND, WASHINGTON, DC

Conducted quantitative and qualitative research for brand; Used insights to develop new brand and product positioning and to help creative teams identify and tell more compelling brand stories.
Managed online communities and monitored consumer-brand engagement.
Analyzed market landscape for product launches and go-to-market strategies.
Quantified performance of brand communication efforts and optimized marketing campaigns.

JANUARY 2013 to AUGUST 2013

GLOBAL MARKETING – STRATEGIC INNOVATION INTERN

L'OREAL GROUP USA, NEW YORK, NY

Used consumer insights and market trends to identify white space in anti-aging skin care market.
Developed two skin care products and a 360 go-to-market campaign for the product launch, resulting in the #1 skin care launch in 2013 and generating 20% share in brand growth.
Identified new ventures and proposed a two-year growth plan for the product franchise.

ANICA OESTERLE

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Professional Experience

NVIDIA **Santa Clara, United States**

Product Management Intern – NVIDIA Base Command Platform June – Aug 2021

- Base Command Platform is NVIDIA's software for coordinating AI training and operations on AI infrastructure, launched in North America in July 2021
- Identified and defined new product features, built and published tutorials for ML models on the platform, and wrote technical user guides, while collaborating with engineers and researchers

APPLIED AI **Munich, Germany**

AI Engineer 2019 – 2020

- appliedAI aims to to accelerate the adoption of AI in Germany as part of one of Europe's largest innovation centers
- Designed customized Machine Learning workflows across various ML tasks, data types and frameworks:
  - Models: several across classification, regression, and clustering (e.g., SMV, linear regression, decision trees)
  - Frameworks: TensorFlow, Keras, scikit-learn
- Studied research papers across Machine Learning and Deep Learning. Based on these, developed new use cases for clients across industries in Germany, incl. energy, pharmaceuticals, medical diagnostics, and chemicals
- Modified agile SCRUM framework and tailored it to AI- / ML-based applications to ensure rapid prototyping

COVID-19 RESPONSE INNOVATION LAB **Stanford / Remote**

Co-Founder and Co-Director 2020

- Co-founded COVID-19 related venture building initiative, affiliated with Stanford's BioSecurity program; recruited 400+ members from 43 countries, who launched 50 projects

GOLDMAN SACHS **San Francisco (US) | London (UK)**

Investment Banking Analyst, Associate – Technology 2016 – 2019

- Produced, as well as taught and supervised analysts in preparing financial models and valuation analyses
- Coordinated international, cross-functional teams across five continents for various transactions – notably, NVIDIA's $6.9bn acquisition of Mellanox, Farfetch's $1bn NYSE IPO, eBay's sale of its Classifieds business for c. $9.2bn
- Top-ranked associate / analyst within group; received fast-track promotion to associate

Education

STANFORD UNIVERSITY **Stanford, United States**

MS – School of Engineering | MBA – Graduate School of Business 2020 – 2022

- Select coursework: CS 224N (Natural Language Processing with Deep Learning), MS&E 211 (Linear Optimization), MS&E 240 (Economic Analysis), OIT 248 (Advanced Optimization and Simulation Modeling), STEP (Stanford-Tsinghua Exchange Program)
- Thrun Lab: trainee in Sebastian Thrun's lab at Stanford for future research assistant position; focused on machine learning and robotics (as of September 2021)
- Research on mechanisms of genomic data collection and regulation for machine learning across the US, China, and Europe

TECHNICAL UNIVERSITY MUNICH **Munich, Germany**

Bachelor of Science: Computer Science | Discontinued to pursue graduate degree at Stanford 2019 – 2020

UNIVERSITY OF MANNHEIM **Mannheim, Germany**

Bachelor of Science: Business, Economics, Finance 2013 – 2016

Additional

Languages: German (native), English (native), French (fluent), Italian (advanced), Python, R

Initiatives:

- Stanford Healthcare Club: Co-organizer and moderator of the Stanford Healthcare Conference
- Stanford Biotech Group: Member of the board, academic and career development committees
- "#WirVsVirus" Hackathon: 48h Covid-19-related hackathon of the German government (20 – 22 March 2020); my team's idea "JAY – Jobs Around You" has been selected among >1,500 projects from 28,361 participants by the government and has been feature by the German magazine "Capital" as one of the best ideas (link here)
- Junge Union Germany (2008-2016): Co-chair / executive board member of regional group; largest democratic political youth organization globally

Interests: architecture, boxing classes, coffee, contemporary art, literature and philosophy

OMRI OFIR
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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **STANFORD, CA**
Master of Business Administration Candidate *Class of* 2022

- Co-president of Fintech club; Selected coursework: Adv. Big Data and Business Intelligence, Optimization and Simulation Modeling; CS coursework: Programming Methodology, Programming Abstractions

HEBREW UNIVERSITY OF JERUSALEM **JERUSALEM, ISRAEL**
B.A. Double Major in Economics, Accounting, Statistics Concentration 2014-2017

- Graduated *magna cum laude*; awarded scholarship of excellence based on outstanding merit (top 1%)

EXPERIENCE

SOFI (SOCIAL FINANCE INC.) *Consumer Fintech valued at $15B+* **SAN FRANCISCO, CA**
Product Manager Intern 2021

- Defined user problem, objectives and requirements for SoFi's first-ever debt management product reaching to 2M+ users
- Designed and executed A/B tests to measure impact of new rewards features; converted 6% of participating users
- Created wireframes to guide UI design and built underlying model for embedded savings calculator for student loans; projected 20% lift in conversion
- Mapped users flows and scoped technical requirements for a new automation feature for lending applications; Aligned expectations across ops, engineering and compliance stakeholders

BLUMBERG CAPITAL *US-based early stage venture capital firm with over $700M in AUM* **ISRAEL / UNITED STATES**
Venture Capital Investor, Associate 2019-2020

- Redesigned firm's global Fintech and Insuretech investment thesis; presented research to selected and prospect LPs
- Designed and launched an internal product that aggregates and analyzes venture deals data in order to expand deal sourcing coverage; created over 150 new investment opportunities in one year
- Board Observer in eight start-ups in AI / ML, DevOps, Fintech and Cybersecurity. Worked with entrepreneurs and management to develop product, go-to-market and fundraising strategies. Introduced one of our portfolio companies to its first paying customer
- Conducted comprehensive technological, market and business due diligence for three Seed / A investments

BARCLAYS **TEL AVIV, ISRAEL**
Analyst, Israeli Technology Coverage 2018-2019

- Advised clients on multiple transactions with a total deal value of $8.9B; Sourced and pitched for Barclays' mandate as bookrunner in Lemonade's $319M IPO; Directed Barclays' coverage on tens Israeli cyber, fintech, automotive and SaaS start ups
- Performed with distinction (rated "Outstanding") in 2018-2019 reviews; finished top of class in Barclays' EMEA graduate program in London (rated 5.75 out of 6)

TASC CONSULTING & CAPITAL *Israel's leading strategy consulting firm* **TEL AVIV, ISRAEL**
Analyst, Technology and Digital Advisory Team 2016-2017

- Performed a product strategy and benchmarking analysis for a new streaming service launched by Israel's 2nd largest Telecom company; led to a successful product launch and to a current milestone of 250k paying users
- Initiated and published firm's first cloud-computing newsletter; resulted in three new engagements and approximately $2M in revenues to date; led seminar for officials in Prime Minister's Office to enable migration of government information to cloud

ISRAEL INTELLIGENCE SERVICES *Served in Israel's most elite intelligence unit* **ISRAEL**
Intelligence Officer, Sr. Program Manager 2008-2013 (active duty), 2013-2019 (reserve duty)

- Received personal commendation from IDF's Chief Intelligence Officer for significant contribution in leading over 60 employees in multiple cross-functional teams, including data analytics, research, tech and operations in a strategic intelligence mission
- Directed, planned, coordinated and executed complex intelligence operations; presented and reported regularly to IDF's Chief Intelligence Officer (Major General), Chief of General Staff and Israel's Minister of Defense
- Defined communication product used for intelligence-gathering; partnered with Unit 8200 and other technology units to develop and test advanced technological devices since used in tens of special operations

Intelligence Analyst, Team Lead (2008-2011)

- Promoted as youngest, first-ever non-officer to team lead, ahead of officer's course; supervised 20 analysts

ADDITIONAL INFORMATION

- Proficient with R, Python, SQL, C++, HTML, Amplitude, Figma and Jira
- Mentor at Taglit Excel, a business fellowship that engages talented Jewish young adults interested in making a tangible impact in business, tech and entrepreneurship
- Former Israeli breakdance champion (2005, 2006); founded breakdance program with more than 60 students in Jerusalem that remains active today; performed in Maccabi Tel Aviv's halftime shows and talent contest on primetime Israeli TV

MICHAEL OGUIKE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Marlene Saloner fellow - Full tuition awarded to 1 MBA candidate, biannually, for social impact using technology
- Co-President of Product Club and President of Africa Business Club

UNIVERSITY OF PORT HARCOURT Port Harcourt, Nigeria
Bachelor of Engineering, Electrical & Electronics 2011

- Dean's prize for Best Graduating Student in Engineering faculty out of 599 students; First Class Honors; GPA:4.55/5

Experience

TUNEIN San Francisco, CA
Audio streaming company delivers live news, radio, sports, music, and podcasts to over 60 million active users globally

Intern - Office of the CEO Aug - Sept 2021

- Leading evaluation of strategic initiative to launch new SaaS product with potential for million-dollar revenue growth

MCKINSEY & COMPANY | Digital Practice Houston, Texas

Summer Associate June - Aug 2021

- Led design and deployment of updates for an online tool used by career coaches nationwide, by applying product management principles and managing stakeholders, resulting in the highest user engagement since launch

AMPLIFI MUSIC | www.amplifimusic.com (Project)
Mobile app allows users make song requests at events and enjoy collaborative social playlists - iOS & Android platforms

Co-founder 2016 - 2020

- Recruited, managed, and motivated international team of 3 developers to build and launch product for equity
- Drove UI/UX upgrades based on user feedback and app analytics, resulting in user-base growth by >200% in 2019

EXXONMOBIL | ExxonMobil Upstream Production Company Lagos, Nigeria

Maintenance Supervisor *(on company's highest-risk, offshore production facility, with $1.2MM /day in revenue)* 2019 – 2020
Reservoir Engineer 2017 – 2019
Production Engineer 2012 – 2017

Leadership

- Became youngest employee on management level and led cross-functional team of 38 direct reports to deliver record results, despite COVID-19 operational crisis, resulting in performance rank of "Outstanding with Distinction" (top 10%)

Creativity and Innovation

- Conceived idea, got leadership approval, and oversaw software engineers to build analytics tool - WIMSView; product saves >3000 man-hours of engineers' time annually and was adopted by global team for adoption by other affiliates

Analytical

- Consolidated two maintenance programs on oil wells into one, resulting in saving of >2,000 operator man-hours and aversion of $1.5MM loss annually from unnecessary production downtime

Additional

- **Hide N Seek game (mobile app, 2017)**: Invented game, designed UX, and hired contract software developers to build app which allows users play "hide and seek" in grids on smartphone screens - downloaded >10,000 times
- Technical skills - familiar with Python, SQL, R, HTML, CSS, JavaScript, JIRA, GitHub, Sketch, Figma, Heap, & Tableau
- Head of Business Development at Slum2School Africa (>1500 beneficiaries): Championed introduction of online donation
- Enjoy body building, CrossFit athletics, and golf

Izunna Anthony Okonkwo

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EDUCATION

Stanford Graduate School of Business *Stanford, CA*
Masters of Business Administration Candidate Research ***2022***

Massachusetts Institute of Technology GPA: 4.7/5.0
Bachelor of Science in Business Analytics and Operations Research

- *Relevant coursework*: Artificial Intelligence, Optimization, Probability and Random Variables, Operations
- Recipient of Pierini Community Fellowship Award
- Recipient of Creative Breakthrough award at Accenture and MIT Data Science Challenge
- Recipient of Martin Luther King, Jr. Inspired Art and Performance Award

Bachelor of Science in Civil Engineering with concentration in Structural Engineering *Cambridge, MA* ***June 2016***

- *Relevant Coursework*: Mechanics of Structures and Soils, Structural and Geotechnical Engineering Design, Project Evaluation and Management, Differential Equations, Solid and Fluid Mechanics
- Chi Epsilon Civil Engineering Honor Society

SKILLS: R Programming, JavaScript, AutoCAD, Python, CSS and HTML, Final Cut Pro, Adobe Suites, Salesforce Dev

WORK EXPERIENCE

Topwide Industries LLC – *Managing Director* *Shannon, MS* ***January 2018 - Present***

- Raised $4.2 million of international funds to start a haircare manufacturing operation
- Set up 6 operational manufacturing lines for various brands
- Spearheaded the big data analytical approach for marketing products to target audience
- Obtained a first year revenue of $800k with a 14.5% profit margin

One Park Financial – *Director of Acquisition Marketing* *Miami, FL* ***August 2017 – July 2018***

- Successfully explored non-conventional and guerrilla marketing strategies to acquire new loyal customers
- Wrote and commented the R scripts used to expedite weekly marketing analysis
- Efficiently increased the marketing budget 160% from $50k/month to $130k/month within 9 months
- Monthly customer retention per funded deal increased 25% due to online retargeting and engagement campaigns

One Park Financial – *Director of Process Engineering and Business Analytics* *Miami, FL* ***June 2016 – August 2017***

- Led the development and implementation of Skuid pages, a GUI on top of Salesforce
- Automated the lead journey with Five9, website integrations, Salesforce and the call center phone system
- Improved upon the human process flows to streamline the lead-to-customer conversion
- Weekly customer acquisition per lead increased 28% within 12 months due to software improvements implemented

Amadeus IT Group – ***Business Intelligence Analyst Intern*** *Madrid, Spain* ***June 2015 - August 2015***

- Performed travel agency segmentation using statistical models in R
- Analyzed segments and determined the marketability of each cluster to customers
- Developed excel macros for daily campaign reporting that saved approx. 4 hours a week per agent

Assurance Management –***Business Analyst*** *Miami, FL* ***June 2014 - August 2014***

- Developed customer service processes which increased productivity by 12% per agent
- Researched and implemented software that reduced average customer handling time by 20%
- Organized and conducted interdepartmental focus groups, identified and documented inefficiencies

LEADERSHIP EXPERIENCE

Umu Igbo Unite – *Community Leader* *Atlanta, GA & Nigeria* ***2017-Present***

- Coordinated a Gala to help fundraise $18k for the construction of boreholes around rural Nigeria
- Volunteer during the winter holidays in local Anambra youth outreach programs

United Way of Miami-Dade –***Team lead*** *Miami, FL* ***2016 – 2018***

- Led my team in multiple community service projects. Repainting a local grade school was my favorite

MIT Ventureship Club –***Vice President*** *Cambridge, MA* ***2013 – 2016***

- Organized ventureship workshops to spread awareness of project opportunities to MIT community
- Collected resumes and interviewed the applicants to match them with available opportunities

INTERESTS: Soccer, Kickball, Competitive gaming, Tennis, Interpretive Dance, Habitat for Humanity, Marathon Volunteering

Melanie Okuneye

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Education

Masters of Business Administration, Stanford Graduate School of Business, USA **2020-2022**

2:1 Philosophy, Politics, Economics, The University of York, UK (with York Award) **2012-2015**

- Including: Reason & Argument –83, Financial & Capital Markets –95 (3rd in year), Microeconomics –93 (5th in year)

Employment

Summer Associate, Bain & Co, Los Angeles, USA (Offer Received) **Jun 2021- Present**

Problem Solving & Stakeholder Management

- Advised international Gaming, eSports and Entertainment company on Financial Planning and Analysis design and reporting structure to ensure necessary budgeting, forecasting, management reporting and decision support.
- Supported executives at global music publisher in spinoff from parent media group. Prepared investment thesis and investor day deck.

Investment Professional (Vice President), Goldman Sachs, NYC, USA **Jan 2016- Feb 2018, UK** **Feb 2018- Oct 2020, USA**

Communication & Client Focus

- Advised global ultra-high net worth individuals and family offices on investments across asset classes. Generated $13mn in commissions in 2018 from largest client (vs $9mn in 2017) from execution, advise, and our strong relationship.
- Spearheaded first client meeting within first 10 months for an $8bn family office. Conducted in depth analysis of Consumer sector based on the client's preferences and expertise. Created pitch books on 3 stocks. Traded to acquire a 4% stake in one of these companies as a result. Ensured appropriate reporting and risk management.

Analysis & Problem Solving

- Selected to sit on Advisory Council to the Firmwide Strategy Group. Built investment strategy for GS to invest in minority-led businesses and solve problem of ethnic investing gap. Interviewed 50+ diverse entrepreneurs and conducted 4 months of research to better understand need.
- Designed procedures for trading and best execution analysis with technology teams to meet incoming MiFID II regulation.

People Management

- Coached and oversaw intern projects and deliverables for 4 interns, all of whom accepted return offers. Trained two Analysts and 1 junior Associate. Assessed performance against a training program I created.

Securities Summer Analyst, Securities, Goldman Sachs, UK **Jun 2015- Aug 2015**

Quantitative Skills

- Rotated across 6 sales and trading desks. Networked to get first choice on each rotation. Shadowed traders and sales to formulate trade ideas and price derivatives using quantitative inputs e.g. volatility.

Analysis & Problem Solving

- Analysed HIT ratio data for the FX eBusiness and discerned if traders were winning more than 75% of trades, they were pricing trades too aggressively. Presented findings to traders and increased margins as a result.

Summer Analyst, Treasury, Barclays, UK (Offer Received) **Jun 2014- Aug 2014**

Analysis & Problem Solving

- Reported Liquidity Risk Appetite daily, deploying stress models to measure changes in Barclays' liquidity pool. Ensured compliance with CRD IV regulation.
- Built a reporting system using self-taught VBA and SQL in 4 weeks. Resulted in more efficient liquidity reporting processes for Barclaycard and the Personal and Corporate Bank. Presented solution and instructed teams on the system's use.

Other Relevant Experience

Social Chair, Black Business Students' Association, Stanford, USA **Apr 2021- Apr 2022**

- Led committee of 5 to build community and support system for black MBA students.
- Organised regular excursions, including a cross-school trip for 200+ black business school students to Miami.
- Moderated panels at annual Stanford Black Business Conference with black leaders in music, entertainment and investing.

Vocal Director, GSB Show, Stanford, USA **Jan 2021- Jun 2021**

- Arranged vocal parts, raps and harmonies to 9 songs for the annual Stanford GSB performance. Recorded reference tracks and taught songs to cast and band. Recorded and edited individual vocals to produce final soundtrack.

Interests and Achievements

- **Music and Drama:** Co-produced "Possibilities by CK feat. Mel" on Spotify and Apple Music. LAMDA Grade 8 Music for Performance (Distinction), ABRSM Grade 8 Voice (Merit), ABRSM Grade 5 Piano (Merit). Sang in Carmel Thomas Youth Singers and *Joseph and His Amazing Technicolor Dreamcoat*.
- **Goldman Sachs Analyst Impact Fund:** Pitched for Goldman Sachs to support The Prison Entrepreneurship Programme for prison reform with two colleagues. Shortlisted as 1 of 30 teams to reach semi-finals.
- **Top 100 Future Leader 2014, Powerful Media:** Selected as 1 of 100 students for the 2014 Future Leaders magazine. Leadership training days hosted by HSBC and McKinsey & Co.
- **Netball**: Played at county level. Represented University of York's 1st team and practiced 5 times a week.
- **Languages**: French (Business Proficient / A at A Level), Yoruba (Conversational), Spanish (Conversational / A at AS Level).

Carolina Oliveira

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

HEC PARIS Paris, FRANCE
MSc, Strategic Management 2016
> Dean's list and merit-based scholarship for outstanding academic performance

NOVA SCHOOL OF BUSINESS AND ECONOMICS Lisbon, PORTUGAL
BSc, Economics 2015
> Merit-based scholarship for outstanding academic performance
> Exchange program at Kedge Business School Marseille, FRANCE

Professional Experience

BAIN & CO London, UK and São Paulo, BRAZIL
Consultant (promoted from Associate Consultant and Senior Associate Consultant) 2016-2020

Consumer products and Retail specialization

- Led distribution network transition for 15 different countries in 3 continents, ensuring business continuity in the Consumer Products space; continued support during Covid-19 pandemic to avoid supply chain disruption, while upskilling clients in 4 different European countries
- Coordinated with senior stakeholders from three legal entities to design modelling tool for a consumer products sector leader to dynamically assess their negotiating power with largest retailers in Europe, quantifying impact of different decisions. Tool used to define negotiation stances of €15B revenue
- Built market models that determined buying decisions in context of commercial due diligences in consumer products industry. Proved that differences in consumption habits of Americans vs. Europeans mean that protein bar industry is less attractive for new entrants in Europe

Generalist project experience

- Selected for highly sought-after Private Equity rotation and for a 6-month rotation in São Paulo, Brazil
- Led integration management office of two industrial companies (~$8B revenue) together with one senior executive from each company; led deep analysis on cultural differences and resulting approach used for smooth integration of 30k employees across 5 continents. Client extended engagement twice to implement work and was 1 of 4 team members requested to continue

Active leader/contributor to Diversity and Inclusion initiatives

- Women @ Bain leader: organized largest full day Women Offsite in Bain London (150+ attendees) to date; key contributor to survey on Women in Leadership in Brazil (sent to 1000+ business leaders)
- Bain London Diversity and Inclusion focus group representative: Selected for two consecutive years to be Bain London representative on global focus group (30 participants chosen out of 5000); led and facilitated 2019 session on Diversity and Inclusion
- Mentored 5 high potential female candidates in interview process. Interviewed 30+ candidates

Community efforts / Leadership experiences

Endeavor South Africa Johannesburg, SOUTH AFRICA

- Impact reporting – collaborated with 12 entrepreneurs to understand where Endeavor added value the most, what could be done differently and the collaboration model going forward

NOVA Skills (at Nova SBE): Vice President and President

- Managed team of 15 students and 5 advisors to design and implement new corporate identity for students' association at Nova SBE with goal to develop soft skills through systematic training programs
- Implemented interpersonal skills training program for 1000 students by developing relationships, organizing schedule, and establishing corporate partnerships. Recruited 30+ corporate partners
- Awarded distinctive recognition by Students' department for extensive contributions to student and community development (awarded to ~10 students out of 400 per year)

Other

- Enthusiastic advocate for Gender justice
- Languages: Portuguese (native), English (fluent), Spanish (adv.), French (int.), Italian (beg.)

Conor O'Meara

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PROFILE

A global citizen and analytical thinker with a passion for technology and behavioral science. I am excited to build a career that uses emerging technology to solve difficult social and economic problems.

PROFESSIONAL EXPERIENCE

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT **Geneva, Switzerland**
Consultant, Office of the Director, Division on Investment and Enterprise **01/20 - 09/01**
- Produced three UN Investment Trends Monitor reports that quantified a 30-40% global FDI fall due to COVID-19. Reports covered by 1700+ international media outlets.

POTENTIALIFE | *Behavioral-change tech platform for leadership development* **New York, USA & London, UK**
VP of North America **04/18 - 09/19**
- Founding team member in tech start-up to improve happiness & productivity of people at work, co-founded by a former-*McKinsey&Co. Partner*, Angus Ridgway, & *Harvard University* psychology professor, Dr. Tal Ben-Shahar.
- Founded North American business and created a six-person team in New York, while leading on all strategy, business development & operations. Concurrent role with VP Growth (requiring weekly transatlantic flights over 13 months).
- Grew most profitable global region, reaching $2.5million in 12 months (28% month-on-month growth), delivering to 1000+ client employees and 80% contract renewals in client portfolio (Merrill Lynch, Biogen, Ogilvy etc.).

VP of Growth **09/16 - 09/19**
- Led all business planning & revenue tracking for an 11-person sales team across six regions (USA, EMEA, South Africa, India, Australia, China), leading to annual revenue of €5 million within 3 years.
- Led client engagement (from pitching to design & delivery) with C-Suite executives in largest European clients (Zalando, Sainsbury's & ING Bank), generating €1million in 18 months across 8 countries and 800+ client employees.
- Delivered 9-month pro-bono program for 100 Irish social entrepreneurs resulting in 42% increase in leadership habits. Program expanded in 2020 to over 1000 entrepreneurs across Ireland.

UNITED STATES SENATE | *Committee for Small Business & Entrepreneurship* **Washington DC, USA**
Legislative Intern, SBE Committee & Office of Senator Shaheen (D-NH) **05/16 - 08/16**
- Worked on SBE Committee on SME support schemes and shadowed Senator Shaheen for four days.
- Developed 12 policy reports on Brexit, Federal SME supports and LGBT hate crime.

CRISERV | *Data -analytics platform to address food distribution crisis in Calais Refugee Camp* **Calais, France**
Co-Founder & CEO **09/15 - 09/17**
- Co-founded data analytics social enterprise & four-person team to address food emergency in Calais Refugee Camp.
- Developed partnership with *HelpRefugeesUK* and led market research with 125 refugees with full roll out for 6,000 refugees in Calais Refugee Camp (project stalled due to the camp closure by French Police in August 2016).

IRISH NATIONAL OPERA | *Performance Company in close collaboration with the English National Opera* **Dublin, Ireland**
Professional Tenor **08/15 - 09/16**
- Ensemble Tenor in touring productions of Tosca, Carmen, and other productions.

EDUCATION

Stanford Graduate School of Business, Stanford University **Palo Alto, United States**
Master of Business Administration | **Grade:** TBD **2020-2022**
Awards: Knight-Hennessy Scholarship (full scholarship & stipend awarded to <1% of admitted class across Stanford University based on academic merit and leadership experience).

Schwarzman College, Tsinghua University **Beijing, China**
Master of Global Affairs (Public Policy) | **Grade:** 4.0 GPA | **Award:** Schwarzman Scholarship **2019-2020**
Research: Chinese Venture Capitalism during the Coronavirus Pandemic: Biases and Heuristics in Decision-Making

Trinity College, University of Dublin **Dublin, Ireland**
B.A.: Economic & Social Studies | **Grade:** First Class Honors | **Awards:** Business Student of the Year **2012-2016**

Conservatory of Music & Drama **Dublin, Ireland**
B.A.: Music (part-time degree) | **Grade:** First Class Honors | **Awards:** Gold Medal **2012-2016**

LANGUAGES

- **Mandarin:** HSK2
- **French:** B2
- **Irish Gaelic:** Native

TECHNICAL SKILLS

- **Skills:** Advanced Excel
- **GRE:** 98th Percentile (Analytical Writing, Quantitative, Verbal)

OTHER ACTIVITIES

- **Pride in London:** Committee member & volunteer
- **London Contemporary Voices:** Lead Tenor for backing vocals with U2, Fleetwood Mac, Hozier etc.
- **Ireland Marriage Equality Referendum 2015:** Regional Lead for Yes Equality Campaign

JOEL OSTDIEK
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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS | Stanford, CA **2020-2022**
Master of Business Administration Candidate
- Entertainment and Media Session Director for the LGBTQ+ conference Reaching Out MBA (ROMBA)

THE UNIVERSITY OF NOTRE DAME | South Bend, IN **2012-2016**
BA, Double Major in Honors Economics and Film, Television, and Theatre | 3.92 GPA
- TEDx Talk speaker (http://bit.ly/tedtalklink); actor at Shakespeare's Globe theatre; Outstanding Playwright awardee

EXPERIENCE

TODAYTIX | New York, NY **2019-2020**
Entertainment ticketing mobile app
Chief of Staff to the CEO
- Sourced and diligenced 4 M&A opportunities by valuing the rights to sell new theatrical shows to ~6M app users
- Developed a new ~$1M business unit by conducting audience research and providing that market data to content producers to inform their advertising strategies, pricing models, and creative development of new shows
- Managed cross-functional team of business analysts and engineers to create a new programming schedule for show ticket deals to increase app engagement; initiative generated $1.2M additional net rev in first year

MCKINSEY & COMPANY | New York, NY | Chicago, IL **2016-2019**
Deputy Chief of Staff to the Global Managing Partner, McKinsey's CEO-equivalent *2018-2019*
- Authored 50+ keynote presentations on business trends for 100+ CEO meetings and events, including Davos
- Executed Global Managing Partner's firm-wide strategy; managed senior stakeholders from 39 offices in 18 countries
- Led new global diversity, equity, and inclusion initiatives. Spearheaded plan for the first LGBTQ+ executive master class in EMEA; collaborated with legal team to launch program in geographies where homosexuality is illegal

Business Analyst (highest rating of top 10% of class every review; LGBTQ+ affinity group lead) *2016-2018*
- ***Media content strategy:*** Created strategy for content acquisition, programming, and market licensing for recently merged multimillion-dollar television company; led taskforce of 13 clients and collaborated with regional VPs
- ***Audience analysis****:* Analyzed audience segmentation to re-price content for international entertainment company
- ***Consumer analytics****:* Built data analytics model to re-price consumer products across 13,000+ stores; drove 3% sales growth in first quarter. Developed Tableau model into analytics solution; global finalist in New Venture Competition
- ***Tech cost optimization****:* Modeled supply chain optimization for $20B+ tech company; presented findings to EVP

ENTERTAINMENT PRODUCTION

LINCOLN CENTER FOR THE PERFORMING ARTS | New York, NY **2019-2020**
Incubator Creator | Founded ~$1M incubator fund to support emerging artists; modeled audience development financials

'BEAUTIFUL: THE CAROLE KING MUSICAL' (BROADWAY) | New York, NY **Fall 2017**
Associate Producer (McKinsey externship)
- Analyzed data to create an industry-first report on audience demographics, point of sale, and purchase lead time for Tony award-winning musical; used data to manage $130k+ weekly marketing budget and re-price tickets
- Collaborated with show creatives and film studio business team to develop screen adaptation of a theatrical property
- Modeled capitalization and projected earnings for 3 multimillion-dollar shows; pitched to potential investors

NEW YORK MUSICAL FESTIVAL (OFF BROADWAY) | New York, NY **Summer 2016**
Lead Producer | Led a 21-person team in conceptualizing, casting, rehearsing, and marketing a sold-out original musical

INTERNSHIP EXPERIENCE

FOUNDATION CAPITAL | Palo Alto, CA **Summer 2020**
Investment Associate (MBA Intern)
- Researched enterprise software market trends; presented thesis to exec team at multibillion-dollar software company
- Sourced investment opportunities in enterprise B2B software; led sourcing and diligence for a seed stage investment

PABLO OVALLE BAMBACH

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA Candidate Class of 2022

- TA at Optimization and Simulation Modelling in Python
- Tech and Entrepreneurship clubs

PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE Santiago, Chile
B.Sc. Engineering, Industrial Major 2010 - 2015

- Highest Academic Honors. Ranked 2% in class of 625
- Skilled to code in Python, R, SQL
- TA in Financial Engineering and Operations Management
- Mentor alumni at Project Evaluation, capstone experiential course

Experience

BELVO USA
Leading Open Banking API platform for LatAm (YC'19, Founders Fund, Kaszek)
MBA Summer Intern Jun-Aug'2021

- Worked side by side with PM of payments, along with designers and engineering squad, on the design and MVP of new bank-to-bank transfers payment product for Brazil and Mexico
- Led geo expansion project, including new markets analysis, interviews with potential clients and go-to-market planning

Executive Office of the President of Chile Santiago, Chile
Executive team providing support, coordination and advisory
Advisor 2018-2020

- Coordinated, monitored and reported to Presidency authorities on government flagship programs related to the Ministries of Treasury and Economy
- Led design and implementation of web platform allowing agencies to buy collectively through online auction processes (100+ active agencies, 30% avg. price reductions)
- Directed development of new web platform for monitoring and reporting progress on government initiatives (accessible by 23 ministers). Monthly presentation to Presidency authorities
- Directed development of centralized web platform computing KPIs of performance and management dashboards, fostering efficiency and transparency on the use of public resources

TYNDALL GROUP Santiago, Chile
Investment banking firm founded by former senior JPMorgan executives
M&A Investment Banking Analyst 2015-2018

- Conducted 10+ merger and acquisitions and other financial advisories across LatAm
- Managed co-bidding process for Duke Energy´s power assets in Latin America (four countries, $1BN). Extensive research and modelling. Co-worked with major international investment fund
- Directed sale of natural gas distribution business in Mexico by Copec Group. Full ownership and leading role through whole process (US$26MM)
- Led operational and financial spin-off process of major concrete and cement company in LatAm. Co-worked with BCG team in initial stages of organizational and operational spin-off
- Advised board of directors of Chilean shipping company on decision making regarding restructuring debt or closing company. Built innovative operational and financial model for decision making.
- Sponsored 2 weeks banking analyst training in New York. Mentored three newly hired analysts.

Additional

- Fluent in Spanish (native) and English
- 3-year work authorization under STEM OPT, and eligible for H1B1 (not subject to H1B lottery)
- Former member of leadership team at university's biggest social volunteering project
- Former member of Co-Emprende, NGO helping small businesses through professional volunteering
- Active hiker, cyclist and reader. Fan of food, tech and nature

ORLY OZ BEJERANO

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EXPERIENCE

Minovia Theraputics *Biotech company, Mitochondrial Augmented Therapy* **Haifa, Israel**
Head of Business projects August 2019-June 2021

- Designed five-year strategic plan, developed operational plans for implementation resulting in the establishment of 2 manufacturing sites
- Defined and implemented cross company IT systems and managed negotiations with suppliers, achieving 20% expanse reduction
- Built and implemented new working processes and methods to increase operational efficiency and aiding business fast scaling to other sites worldwide and transferring the operational activity efficiently

OR EDNA LTD *Family office with $100M AUM* **Tel Aviv, Israel**
VP, Technology Innovation October 2018-present

- Valuated and analyzed eight startups and led $100K seed investment out of $2M financing round in BioGenCell at $15M valuation, which was followed by additional investment round of $15M at $80M valuation
- Organized investors group for $10M investment ($2M self-participation) in IGP Capital, a leading Israeli VC ; IPG Capital completed two exits of portfolio companies in less than a year at $520M combined, yielding 250% ROI for Or Edna Ltd
- Nominated as non-voting observer on Carasso Real Estate board of directors, ranked among top 15 leading real-estate companies in Israeli market; participated in establishing five-year strategic plan

DELOITTE STRATEGY & OPERATIONS **Tel Aviv, Israel**
Manager, Robotics Practice Leader October 2016-October 2018

- Established and led Robotics Process Automation practice at Deloitte Israel, including P&L responsibility; oversaw all marketing and sales activities and defined KPIs; closed nine deals that generated $200K in revenue in first two years
- Created strategic alliance with leading vendor in robotics field that supported 20% increase in vendor's robots sales within two years; positioned Deloitte Israel as center of excellence for vendor among Deloitte's offices worldwide
- Acknowledged for outstanding performances in management-consulting division for 2016

Senior Consultant, Business Transformation August 2015-October 2016

- Redesigned core sales-and-operations processes and built back-office operations for top retail bank (125 branches); constructed and lab-tested new branch operating model; led front-to-back-office integration model and implementation phase impacting more than 2,000 employees; resulted in $8M in annual cost savings and created efficiency gains of two FTEs per branch
- Approached, negotiated and sold $100K strategic project to one of Israel's largest raw-materials companies

Consultant, Supply Chain, Operational Excellence August 2014-August 2015

- Built cost structure for global FMCG (fast-moving consumer goods company); mapped end-to-end value-stream chain, defined "to be" vision and built implementation roadmap, leading $3.4M in savings over five years; project was elected as most revolutionary worldwide
- Implemented sales-and-operations planning method for international company in field of water-measurement solutions and services; reduced inventory levels by 20%, leading to 15% increase in its operational profit within two years

Analyst, Supply Chain, Operational Excellence August 2013-August 2014

- Planned, defined, escorted and supervised transfer of self-managed logistics of grocery retail chain (with more than 100 stores) to third-party logistics operator and provided measures for control; transfer reduced logistics cost by 5%
- Mapped trade contracts, built work plans for negotiations with suppliers and created mechanism for monitoring and surveillance, increasing temporary bonuses from suppliers by $250K and discounts by average of 6%

ISRAEL DEFENSE FORCES **Israel**
Combat Sports Instructor January 2007-January 2009

- Trained more than 250 soldiers and was responsible for their sports training; reduced number of injuries by 25% and increased number of soldiers passing final physical test by 20%
- Lectured about sports injuries and how to avoid them; built personalized training programs based on soldiers' individual situations

EDUCATION

Stanford Graduate School of Business **Stanford, CA**
M.S. in Management, Sloan Fellow 2022

- One-year, full-time degree program for experienced leaders
- STEM M.S in Management, 3-year U.S. Work Authorization (OPT)

Tel Aviv University **Tel Aviv, Israel**
Bachelor of Science, Industrial Engineering and Management 2009-2013

ADDITIONAL INFORMATION

- Language: Hebrew – Native, English – High Proficiency
- Volunteering: Led a yearlong strategic project to an Israeli NGO
- Hobbies: Traveling; Running; Surfing and stand-up-paddling; Snowboarding; Catamaran sailing

Vaskar Pahari

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022
- Finance and Investment Club, Student Association Diversity Committee
- GMAT: 750 (98th percentile)

Yale University New Haven, CT
Bachelor of Science in Mathematics, Cum Laude, with Distinction in the Major 2010 - 2014
- GPA: 3.86/4.00

PROFESSIONAL EXPERIENCE

Bracebridge Capital Boston, MA
Vice President Sept 2018 – July 2020
- Identified investing opportunities in pre-financial-crisis residential mortgage-backed securities (RMBS) with ongoing litigation against originators and sponsors of transactions, assessed strength of underlying case and recommended investments to management; resulted in purchases of significant stakes in several RMBS trusts with over $500M of capital deployed over 3 years with completed investments driving low teens IRR
- Underwrote investment in RMBS bonds with policy guaranteed by distressed insurer, evaluated balance sheet of insurer and forecasted recovery estimates from policy, resulting in $450M of investments generating high single digit IRR
- Supervised and mentored two summer interns resulting in both interns returning for full time employment

Investment Analyst Aug 2014 – Aug 2018
- Designed and programmed tools to evaluate risks to firm's portfolio of over 400+ bonds posed by changes in interest rates, housing prices, and credit spreads
- Performed full due diligence on all RMBS investment opportunities for fund

Summer Intern Jun 2013 – Aug 2013
- Developed financial model to predict rate at which homeowners would prepay residential mortgages to allow fund to identify transactions

Personal Investing in Public Equities Boston, MA
Jan 2018 – Present
- Actively managed savings and retirement accounts in a concentrated portfolio of public equities with low turnover
- Compounded capital in excess of 30% annually beating the S&P by 1400 basis points
- Learned corporate finance and financial statements modeling through online courses and books
- Historical portfolio outliers: SE, CVNA, CHTR, GOOG
- Current positions: NYT, GWRE

Yale Investments Office New Haven, CT
Intern June 2012 – Dec 2013
- Screened over 20 prospective investment managers for Yale University's endowment by attending manager presentations and conducting phone interviews; wrote circulated reports assessing prospective manager's investment theses
- Compiled historical cashflows from investments in venture capital and private equity funds to improve endowment's modeling of illiquid assets; results were used to project endowment's liquidity

EXTRA-CURRICULAR & VOLUNTEER

- **Cooking Matters:** Course Leader (Sep 2019 – Dec 2019), Course Assistant (Jan 2019 – March 2019): Taught parents and at-risk kids weekly how to cook affordable and nutritious meals at home
- **Greenlight Fund:** Advisory Board Member (June 2018 – Aug 2020): Analyzed potential investments in startup non-profits, ultimately recommending incubation of Boston chapter of Per Scholas, a non-profit organization that tackles unemployment in Boston by providing IT training to adults
- **Tutors for All:** Volunteer (July 2017 – Dec 2017): Tutored four 10th grade students in math and reading comprehension in afterschool program

SKILLS & LANGUAGES

- Nepali (Fluent), German (Conversational)
- Programming languages: Python, C#, VBA, R, SQL

INTERESTS

- Cooking, urban cycling, reading nonfiction, debating, action movies

CAITLYN PANG

cpang1@stanford.edu · 917.697.1366 · www.linkedin.com/in/caitlynpang

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
MBA Candidate 2022

- Student Assembly Career Committee Co-Chair, Women in Management Member

HARVARD UNIVERSITY Cambridge, MA
B.A., English & East Asian Studies, *Cum Laude* 2015

- Institute of Politics (IOP), Fellows Selections Committee Co-Chair; Liaison to former Congressman George Nethercutt, Jr. (R-WA) & former Governor of North Carolina Bev Perdue

Experience

CREDITREGISTRY - *Nigeria's largest credit registry* Lagos, Nigeria
MBA Strategy Intern Summer 2021

- Synthesized and presented customer insights to the CEO to drive improvements in customer experience
- Led cross-functional team projects to improve business results through recommendations, such as UX improvements, increased customer touchpoints, and multimedia testimonials
- Initiated implementation of customer data self-reporting platform

RAAKA - *Chocolate company with nationwide distribution maximizing social and environmental impact* Brooklyn, NY
HR & Operations Manager 2019-2020

- Designed strategy to increase employee retention by 25% after two quarters and build institutional knowledge by instituting Employee Feedback system consisting of a Team Pulse survey and individual employee check-ins
- Analyzed data from Employee Feedback system to propose and implement recommendations stemming from feedback to senior leadership, such as a pay increase and benefits for hourly workers, additional employee spaces, and monthly all-staff meetings
- Designed HR survey for employees and used findings to propose and launch a 401(k) plan
- Spearheaded companywide Pandemic Continuity of Operations Plan to address possible factory shutdown that was implemented by the CEO

THE FUTURE COMPANY - *Start-up incubator for social good owned by The Future Project* New York, NY
Senior Operations Associate 2019
Operations Associate 2018

- Persuaded executive team to transition to new HR Information System for projected annual savings of $200,000+, increased efficiency, and additional employee benefits
- Implemented and managed the technical onboarding program for 33 new hires
- Developed and launched first-ever Employee Handbook for 39+ employees to ensure compliance
- Revamped organizational policies with a diversity, equity, and inclusion lens through actions such as adding New Parent Leave, Bereavement Leave, and Dependent Care During Business Travel policies

GIRLS WRITE NOW - *One of the nation's top after school programs with a $1.2M budget* New York, NY
Special Assistant to Executive Director, promoted from Operations Coordinator 2016-2018

- Organized and executed largest holiday fundraising appeal campaign ($175k raised) and the 5th Annual Girls Write Now Awards (300+ attendees; $250k + raised)
- Managed donor communications strategy and follow-up; Analyzed social media and email engagement
- Pitched, spearheaded and led the creation of a partially paid internship program with programming to acquire new talent, increase diversity and maximize employee utilization (Hired 5-6 interns every semester)

Additional

- Parole Preparation Project: Prepared parole applicant for his interview and now community integration, visited him at least once monthly, co-created 114-page parole packet, and aggregated resources
- Release Aging People in Prison: Responded to letters from incarcerated persons, collected signatures to petition officials, and helped run community forums
- Forté Fellow; Language: Mandarin (conversational)
- Interests: Museums, theater (current favorites: *Wicked* & *Slave Play*), creative nonfiction, politics, parole reform

Marshal (Zhizhong) Pang

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Education

Stanford Graduate School of Business Stanford, CA
M.S. in Management – one year, full time degree program for experienced leaders 2022

University of Wisconsin-Madison Madison, WI
B.S. with Distinction, May 2011; GPA: 3.75/4.0; Dean's List 2011
Double Major: Mathematics, Economics; Certificate in Business; Leadership Certificate

Coursera Courses: AI for Everyone, Developmental Psychology, Complex System Analysis, Information Theory

Experience

JOHNSON CONTROLS Palo Alto, CA
Sr. Manager, Strategy & Emerging Initiatives 2020.12 – Present

- Reviewed and improved JCI's internal project development funnel and led early-stage investment decisions.

JOHNSON CONTROLS - HITACHI (JCH) Palo Alto, Tokyo, Shanghai
Sr. Global IoT Product Manager 2017.01 – 2020.12

- Led intrapreneurship initiative as Founding Product Manager to grow IoT from strategy to launch of both 2B and 2C product portfolio in 35 countries in 3 years (estimated $62M revenue over 5 years).
- Conducted dozens of customer visits and VOC interviews to solidify Product-Market-Fit and prototype validation; through successful live demo to global sales team, secured orders 12 months before product's official release.
- Spearheaded data science initiative to understand insights from equipment and engagement data, resulted in a data science strategy that reinforced JCH's IoT product offerings.
- Partnered with a global team of Hardware, Application, Cloud ENG, UX, MKT, and Sales teams across US, Japan, China, Europe, and India through the entire product development cycle.

Sr. Manager, Strategy & Business Development 2015.09 – 2017.01

- Delivered strategy and business partnership support for $4B US-Japan joint venture (JV) from M&A idea to JV establishment and on-the-ground participation for its 5-year business, technology, and culture integration.
- Supported the design of organizational structure and change management plan with General Manager to create a global organization of 3,000+ employees; delivered 250% of planned profit.
- Initiated and facilitated M&A deal to establish #1 position for a strategic product with $900M sales.

JOHNSON CONTROLS Milwaukee, WI
Strategy Manager, Internal Consulting, M&A 2011.09 – 2015.09

- Delivered comprehensive plan to revive JCI's China business with six VP-level executive members; final proposal presented to CEO and was adopted by China team.
- Delivered 10+ Internal Consulting Projects, including leading projects with team of 20+ cross-functional experts and proposed new strategy implemented by leadership to generate $50M+ annual incremental revenue.
- Certified as one of 50 Innovation Catalysts globally, using design thinking to drive innovation across JCI.

UNITED NATIONS ENVIRONMENTAL PROGRAMME (UNEP) Nairobi, Kenya
Consultant 2011.07

- Created strategies for Community Cooker Foundation, a UNEP partner, to deploy its garbage-fueled environment-saving stove prototype to dozens of communities in Nairobi's urban slums.

Additional Information

- US Work Authorization, US Green Card expected in 2021; Japan Permenant Resident.
- Language: English (Native Fluency); Chinese (Native Fluency); Japanese (Elementary).
- Completed Mt. Fuji full Marathon in Nov. 2019, Singapore Sundown half Marathon in May 2018.
- Crewed with a team of 8 sailors and won 1st place in 200-mile-long sailing race across Lake Michigan.
- Trekked to Mt. Everest Base Camp in Nepal at 17,000ft.

DÁVID PARDAVI

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

CORVINUS UNIVERSITY OF BUDAPEST Budapest, Hungary
BA in International Business 2016
- Thesis topic: Market opportunities for Neticle (Budapest-based semantic analysis startup) in the United States

Experience

MŪKET Methane emissions reduction platform for cattle supply chains Stanford, California
Founder 2021 –
- Led team's work in summer '21: interviewed 70+ customers, sold paid pilot, won Botha-Chan fellowship

NON-SHOP Social enterprise supporting small NGOs to engage large corporate donors Budapest, Hungary
Advisor 2021 –
- Advising founders based on Lean Startup methodology and connecting them with investors and interviewees – 60+ customer interviews done, MVP released late spring

MCKINSEY & COMPANY Budapest, Hungary
Associate 2016 – 2020
- Mentored and guided students in pro-bono project to build a new revenue source for NGO supporting youth with disabilities; business model helped secure EUR 0.5 mn grant for related facilities
- Led a team of 4 consultants and 5 students in the Hungarian branch of two global efforts to assess:
  - The speed of change in education systems; results will be published as a whitepaper
  - The extent technology solutions are leveraged to improve healthcare access (ongoing)
- Mentored students in pro-bono project to build new funding model for NGO providing housing for the homeless; NGO built mobile homes for 2 families in the subsequent year from the new funding source
- Led a team of 4 in a manager position to design a new motivation system for 2,500+ employees for a bank in the Caucasus region; system accounted for >10% of Operational Expenses
- Led 2 consultants in a manager position in a merger of 16 banks in CEE to build:
  - Back Office organization including new roles, locations for 1,000 employees
  - New Chief Digital Officer organization of more than 200 employees, working with executives
- Led a consultant and a research analyst in a manager position to design the organization in a merger of 16 credit unions in CEE and liaised directly with executives; expected impact of 50% OPEX savings
- Designed lending decision engine leveraging machine learning for leading bank in the Caucasus region
- Designed new operating model for the IT infrastructure division of a Northern European financial services player, expected to lead to EUR 50 mn profit impact
- Defined and implemented digital initiatives at Balkan bank: decreased cash transactions share by >30%
- Further projects in the telecom., chemicals, banking, postal and railway sectors in the UK, Baltics, CEE

PWC HUNGARY Budapest, Hungary
Management Consulting Intern 2015 – 2016
- Created dependency and impact map for the largest program in the history of a leading Hungarian telco
- Redesigned postpaid voice and data customer journey at market leading telecommunications player, leading to significant increase in ratio of online transactions
- Built case study about a fictional telecommunications player for the annual PwC Consulting Challenge

FAKT, COLLEGE FOR ADVANCED STUDIES Budapest, Hungary
Self-governing student society, supplementing University education for outstanding talent
Vice-President of Academic Work, Corporate Relations and Social Responsibility 2015 – 2016
- Led 2 teams of 5 to build new academic program, acquire 4 corporate partnerships, win EUR 8,000 funding
- Led "Undergraduates for Financial Literacy" project, teaching financial essentials to over 1,000 students
- Completed coursework in Sustainability, Startup Incubation, Leadership and Fraud Investigation

Additional

- **Languages:** English (fluent), German (conversational), Spanish (basic), Hungarian (native)
- **Interests:** curling, skiing, football, cycling, e-sports, politics, travel, gastronomy

Eun Min (Julia) Park

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Education

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate *Jun. 2022*

Duke University **Durham, NC**
Bachelor of Arts with Distinction in International Comparative Studies *Aug. 2010 – May 2014*

- Minor: Visual Media Studies, Certificate: Markets & Management Studies
- GPA: 3.63 (Dean's List Fall 2012, Fall 2013)

Experience

Google **South Korea and San Bruno, CA**
Product Marketing Manager *Nov. 2019 – Jul. 2020*
Associate Product Marketing Manager *Jan. 2018 – Oct. 2019*

- Developed multiple iterations of YouTube's global brand strategy, with key objective of maintaining brand favorability and trust amidst COVID-19
  - Collaborated and advised Marketing Insights team to define priority user groups within YouTube's global user base of 2 billion, charting a path towards tangible topline impact with limited resources
  - Facilitated alignment with regional brand marketing leads in Latin America, Asia Pacific, Europe and Middle East to ensure a consistent global response to COVID-19
- Drove 700% YoY growth for YouTube Premium in Korea through developing and managing two product growth campaigns with $6+M budget, establishing Korea as a key international market for YouTube
  - Identified key user insight that repositioned product as an "add-on" subscriptions service in Korea rather than a substitution of existing product, and expanded target to 35-54 segment based on lifetime value analysis
  - Produced 100+ creative assets with three different agencies and pushed to have Korea become first YouTube Premium market to test contextual advertising
  - Campaigns awarded Bronze Prize at Seoul Creative Festival 2019; Finalist at Effie Awards 2018
- Established YouTube's presence in Korean content industry through launching first Korean scripted original series
  - Managed five agencies and multiple internal stakeholders to create 200+ pieces of ancillary content, including three K-pop music videos, one of which reached #1 on YouTube Trending
  - Generated ~5.3+M pilot episode views, over 3,600 articles, and main page exposure on Korea's #1 platform Naver
- Executed Korea's biggest B2C tentpole event, YouTube FanFest Korea, bringing together 7,000+ fans, 32 creator teams, and $1M sponsorship from LG U+, with a 94% overall satisfaction as per exit surveys
  - Created Kids Festival, a new vertical event format highlighting YouTube's potential as a learning platform for children, later benchmarked by other key markets such as Thailand and Japan
- Served as internal Diversity & Inclusion Consultant, reviewing and advising creative assets across all Google products

Google (contracted through Adecco) **Seoul, Korea**
Marketing Specialist *May 2017 – Jan. 2018*

- Led B2C marketing for YouTube in Korea, cooperating with regional and global counterparts across functions and product areas (YouTube core, YouTube Red, YouTube Originals, YouTube Kids)
- Constructed and launched YouTube Red Growth Campaign, including strategy design, creative asset development, user research, and paid media performance management, leading to 40% uplift in daily trial gains

Boston Consulting Group **Seoul, Korea**
Senior Associate (Associate: Sep. 2014 – Oct. 2016) *Sep. 2014 – Apr. 2017*

- Focused on consumer goods industry, executing quantitative and qualitative customer analysis
  - Analyzed growth prospects of Korea's leading travel retailer through customer segmentation and identifying high potential target customer segment, Chinese 'daigous' (independent resellers)
  - Formulated category renewal strategy for major Korean retail conglomerate based on customer discovery, revenue data analysis, on-site benchmarking, and collaboration with Japanese concept-design agency
  - Conducted strategic due diligence of leading consumer retailer for large private equity firm, with focus on pricing optimization and sales force efficiency based on customer shopping behavior
  - Devised overseas go-to-market strategy for leading Korean food materials distributor through evaluating business models and market potential
- Upgraded comprehensive training materials used for all new hires, centered around problem solving and case studies
- Led various in-office functions including "Associate Round Table" and "Women's Initiative"

Additional

- Fluent in Korean (native) and English
- Member and Marketing Lead of Global Shapers Hub in Seoul, a youth division within the World Economic Forum
- Interested in travelling (visited over 23 countries), ballet, golf

GRZEGORZ (GREG) PAROSA, CFA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA

MBA Candidate, GMAT: 760 2022

- Clubs: Finance and Investment, Private Equity, Venture Capital, Tech, Adam Smith Society

WARSAW SCHOOL OF ECONOMICS Warsaw, Poland

Ph.D. Candidate (defence scheduled for December), Economics and Finance 2021

- Admitted to doctoral dissertation with no Ph.D. studies required

MA, Finance, and Accounting, minor: Corporate Finance 2013

BA, Finance and Accounting, minor: Financial Markets 2011

- Winner of Warsaw School of Economics Stock Market Academy (1,000 participants)
- Winner of Entrepreneurship Olympics (20,000+ participants nationwide)

WARSAW UNIVERSITY OF TECHNOLOGY Warsaw, Poland

BSc, Electronics, Telecommunication, and Information Technology, minor: Computer Engineering 2013

Experience

Fuller & Thaler Asset Management – *A behavioral equity-focused mutual fund managing $17bn* San Mateo, CA

MBA Intern 2021

- Researched foreign equity fund market and designed a new fund employing F&T's behavioral approach on international equity markets
- Analyzed healthcare, industrial, and financial companies. Four recommendations were incorporated into portfolios
- Created quantitative screens ranking companies according to their investment attractiveness in various sectors
- Created tools assisting the earnings surprise evaluation process. Tools were adopted by several PMs in the company and significantly shortened the earnings analysis process

AXA TFI - *A mutual fund/hedge fund belonging to insurance company AXA managing AUM of $2bn* Warsaw, Poland

Head of Equities/Head of Strategy and Business Development 2019-2020

- Became the youngest Head of Equities in Poland's history. Promoted 5-10 years ahead of schedule
- Supervised a team of asset managers and analysts and coordinated management of 21 equity, mixed, and fund of funds strategies with AUM of $400m; first quartile performance for 1-, 3- and 5-year periods
- Designed and managed Polish first long-short strategy focused on European markets - beat its benchmark and ranked the first quartile in its first year; carried out first borrowing and short selling of foreign equities in Poland
- Collaborated with company's CEO to develop corporate strategy for AXA TFI shifting its focus to retail clients with an emphasis on the Internet distribution channel, gaining group's approval and firm-wide implementation
- Conceptualized and launched new retail Internet investment accounts that increased the company's client base seven-fold, becoming a bestseller and receiving the "Effie" award for the best marketing campaign in Poland

Portfolio Manager 2015-2020

- Became the youngest portfolio manager in Poland, promoted 3-5 years ahead of schedule
- Managed funds of $130m (total of 7 equity portfolios, including one long-short and six long-only strategies operating in Poland, the CEE region, and Western Europe). Beat benchmark in 88% full fund-years
- Prepared setup for lending shares and executed the first share loan in Poland making AXA TFI the biggest lender of small- and mid-caps with a volume of over $100m in two years and creating Polish short selling market
- Persuaded CIO to create 4 smart-beta funds, extending AXA TFI's offering and acquiring assets of $30m, with no impact on the company's cost base or fund managers' workload
- Conceived new brokerage rating system and for the first time in Poland made the evaluation public increasing transparency of equity sell-side. Our average execution improved by 10 bps and fees fell to market minimums

Equity Analyst 2014-2020

- Analyzed Polish, CEE, and Western European companies with particular emphasis on technology, IT, consumer, and industrial sectors. The recommended portfolio outperformed the market by 5.8%
- Developed and maintained front-office system assisting all fund management processes releasing couple hours of fund management team every day and reducing the annual number of investment limit breaches by 90%

OPERA TFI - *First hedge fund in Poland managing AUM of $500m* Warsaw, Poland

Equity Analyst/Business Development Specialist 2013-2014

Additional

- Language competencies: Polish (native), English (full working proficiency), German (limited working proficiency)
- Certifications: TOEFL (114), CFA Charterholder, Licensed Stockbroker and Investment Advisor, Mensa Member
- Interests: Technology, Scientific Skepticism, Geopolitics, Cosmology, Programming, Metal Music, Running
- US Work Authorization: CPT/OPT until 6/2025 (Stanford sponsored); eligible for a non-random O-1 visa

Sachin Patel

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Masters of Business Administration Candidate *2022*

HARVARD UNIVERSITY **Cambridge, MA**
A.B in Statistics; Minor in East Asian Studies and Fluency Citation in Mandarin Chinese || GPA:3.74 *2015*
Coursework in Statistics, Computer Science, Multivariable Calculus, Chinese
Men's Varsity Squash Team || Walk-on and elected co-captain; 1x National Champion (2014); 3x Ivy League Champion
South Asian Association || Co-President – 2nd largest student group; Co-Producer of Ghungroo – Harvard's largest student show

EXPERIENCE

Y COMBINATOR **San Francisco, CA**
INVESTOR – Growth Equity / Venture Capital at Y Combinator Continuity (YCC) *Jan. 2019 – Sept. 2020*

- YCC leads $20-$100M equity investments in Series B to pre-IPO technology companies within and outside the YC network
- Led all investment diligence for YC's lead growth investment in Mattermost (Series B) and unannounced Series C; supported investment diligence for investments in Monzo, GitLab, Ironclad, Rappi, Podium, Brex, Faire, Benchling, Embark Trucks, etc; included in each diligence process are: market / industry analysis, detailed financial modelling for entry / exit valuations, customer calls, expert calls, founder pitch and follow-up meetings
- Worked with Qi Lu (formerly President, YC China) to develop marketing and LP materials for YC China's fundraise
- Partnered with Meesho (India) to develop and present WhatsApp survey which targeted 50,000 Indian resellers (N=1000+)

MCKINSEY & COMPANY **San Francisco, CA**
ENGAGEMENT MANAGER – six engagements in Banking and Digital Payments (selections below) *Feb. 2018 – Dec. 2018*

Board strategy and operating assessment of leading US regional bank

- Managed team of five Senior Associates on three-week engagement to assess operating performance of each business unit
- Led daily check-ins with bank CFO as well as weekly check-ins with bank CEO; partnered with executives of each BU to understand how bank performed relative to industry benchmarks; synthesized analysis and learnings to concise set of Board materials presented to Board of Directors at annual meeting

Strategy and new revenue opportunity in agriculture financing / lending

- Managed team of four consultants to assess the feasibility of launching new business, followed by operationalizing the build
- Presented directly to CEO, CFO, and COO every month after syndicating with ten senior executives across the client company; modelled financial and cash flow impacts of new project, including investment costs and impact on net income

New Hire Integration Committee – Team Lead

- Volunteered to lead a team of eight McKinsey consultants to manage onboarding of 50+ consultants per year in McKinsey SF office; interviewed BA / Associate candidates across the US

SENIOR BUSINESS ANALYST – four engagements in Banking and Digital Payments (selections below) *July 2017 – Jan. 2018*

Service operations and bottoms up transformation planning

- Led PMO for back-office transformation, focusing on driving client ownership and execution across ten workstreams and 167 sub-initiatives with ~$200M of 2020 run rate savings, representing ~40% cost savings on total cost base

Comprehensive operating model re-design and transformational change

- Managed one associate to design and execute company wide operating model transformation with CEO and his directs
- Assessed client global office footprint and recommended how to save on real estate expenses by consolidating locations

BUSINESS ANALYST – 10 engagements in Banking and Digital Payments (selections below) *Sept. 2015 – June 2017*

Marketing budget allocation and spend optimization

- Managed one business analyst to generate 32% savings on $50M cost base through media savings RFP
- Worked exclusively with client CMO to model and execute reallocation of marketing budget across 200 countries

CRIMSON EDUCATION **Sydney, Australia**
BUSINESS DEV. AND GROWTH – Series A (now Series C), Tiger Global backed start-up *June – September 2015*

GOLDMAN SACHS GROUP, INC. **New York, NY**
ANALYST – Equity Derivatives Trading – Received offer to return *June – August 2014*

MICROSOFT CORPORATION **Redmond, WA**
PRODUCT MARKETING MANAGER – Received offer to return *June – August 2013*

KORN FERRY (FORMERLY HAY GROUP) **Beijing, China**
SENIOR ANALYST / ASSOCIATE CONSULTANT *June – August 2012*

ADDITIONAL

Y Combinator application reader; Mandarin Chinese (conversational); Gujarati (conversational); Dual citizenship to US / UK; Squash; Hiking and travel – summited Mt. Kilimanjaro; Golf; Piano; Cello; Philadelphia Eagles / Sixers; Served on the Board of Directors of Musicopia Inc.

MARIANO J. PAYANO

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA
Master of Business Administration Candidate June 2022

COLUMBIA UNIVERSITY, **The Fu Foundation School of Engineering and Applied Science**, New York, NY
Bachelor of Science in Operations Research: Engineering Management Systems, GPA: 3.65 May 2014
Honors: Robert C. Byrd Scholar, Order of Omega Honors Society Scholar, Dean's List

PROFESSIONAL EXPERIENCE

ICONIQ CAPITAL
Senior Associate, ICONIQ Growth, San Francisco, CA Aug 2016 – Jul 2020

- Sourced and evaluated growth-stage software and internet companies with investments ranging from $10M-$400M+ – sourced investments in Guild Education (Series D), Highspot (Series D, D-1), Twistlock (Series C) and Virtru (Series B)
- Interfaced directly with founders and management teams to forge relationships, introduce ICONIQ's value-add and network, and lead in-depth discussions on product vision, commercial traction, and market opportunity
- Routinely conducted financial, market, competitive, and technical diligence and prepared investment memos to educate the investment committee on merits and considerations of an investment to build consensus for partnership approval
- Advised and supported portfolio companies such as BambooHR, Dialpad, Guild Education, Highspot, Houzz, InVision, Netskope, Twistlock, and Virtru on financial operations and tactical go-to-market, product, and corporate initiatives
- Restructured and implemented new hire training which offered a dual-track program for incoming analysts and associates on the fundamentals of relationship building, investment underwriting, market sizing, and competition
- Worked closely with senior partners and merchant bank on executive planning related to fundraising and fund performance

MORGAN STANLEY
Investment Banking Analyst, Technology Group, New York, NY Jun 2014 – Jul 2016

- Constructed materials to provide technology clients with advisory and execution for a variety of transactions, including mergers & acquisitions, private capital raises, refinancings, and other strategic alternatives
- Developed a range of analytical skills through strategic analyses using public comparables, discounted cash flow, discounted equity value, precedent transactions, leveraged buyouts, and accretion / dilution methodologies
- Performed in-depth research on the technology sector and adjacent markets to analyze industry trends, market segmentation, and competitive positioning for clients

LEADERSHIP EXPERIENCE & AFFILIATIONS

STANFORD GSB IMPACT FUND
Venture Investor, Education Deal Team, Stanford, CA Dec 2020 – Present

- Invest in impact-oriented companies democratizing access to quality education and upskilling talent for the future of work

ALL HALLOWS HIGH SCHOOL
Career Development Lead, All Hallows Brotherhood, Bronx, NY Jan 2019 – Present

- Member of founding group that established framework for young alumni network and helped recruit 50 active members
- Oversee career development initiatives and pipeline growth for students to access enrichment programs and internships

SPONSORS FOR EDUCATIONAL OPPORTUNITY (SEO)
SEO Scholars Mentor, San Francisco, CA Sep 2018 – Present

- Serve as a mentor to inner-city youth within the Bay Area, providing guidance on and support with academic goals, college preparation, career planning, and personal development throughout their junior year of high school
- Collaborate and engage with fellow mentors and SEO staff on programming enhancements to ensure mentees' success

ICONIQ CAPITAL
ICONIQ Cares Founding Member, San Francisco, CA Jul 2017 – Jul 2020

- Responsible for brainstorming, planning, and executing volunteer events and philanthropic initiatives for ICONIQ employees
- Spearheaded launch of inaugural Summer of Service, resulting in over 100 employees volunteering over 300 hours of service at nonprofits across the Bay Area including SF Marin Food Bank, Family House, Raphael House, and Project Open Hand
- Recipient of 1ICONIQ award for exemplifying the firm's value of teamwork and for exceeding my primary role as a member of the investment team by engaging with the broader ICONIQ community

SKILLS & INTERESTS

Languages: Spanish (native), French (intermediate)
Activities & Interests: Basketball, Traveling, Telenovelas, Cooking, Social Impact

Humberto Pedrero Moreno

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Experience

Instituto Mexicano del Seguro Social (IMSS) Mexico City, Mexico

The largest social security and health care system in Latin America, serving 80+ million people in Mexico w/ 473,500+ staff.

Chief Operating Officer *2020 – 2021*

- Manage 5 directors directly and lead a team of 3,200 people as the youngest COO in the history of IMSS.
- Conducted national recruiting strategy for doctors and nurses during the COVID-19 pandemic, resulting in 27,326 new employees hired and 8.5% increase in capacity to treat patients.
- Designed a public, competitive process to acquire 103 million PPE items with total savings of US$75M.
- Lead as President of the executive committee of Afore XXI, the largest pension fund in Mexico with US$47.9B total assets.

Chief Financial Officer *2019 – 2020*

- Managed 3 directors directly and led a team of 270 people as the youngest CFO in the history of IMSS.
- Managed US$41.2B budget, achieving the largest surplus in the 73-year history of IMSS of US$2.6B in 2019.
- Designed and implemented a strategy to contract 300+ private hospitals in Mexico to take on capacity from IMSS hospitals, resulting in 3,039 additional ICU hospital beds available to treat COVID-19 patients from an original capacity of 2,096; as a result, IMSS did not turned away a single COVID-19 patient.
- Managed US$13.9B of investments, achieving the best yield in the history of IMSS of US$1.01B in 2019.

Cámara de Diputados Mexico City, Mexico

The lower house of the Congress of the Union, the bicameral parliament of Mexico with 500 members.

Congressman *2018 – 2019*

- Elected as federal representative (*Diputado Federal*) of the poorest region of Chiapas (2nd district) with 78,807 votes, 30.7% more votes than the closest candidate, including strong support from indigenous Tzotzil-speaking voters.
- Proposed and launched new agricultural program "Sembrando vida," providing seeds, tools and technical support for poor families with limited access to land in 19 poorer states of Mexico with initial annual budget of $US1.4B in 2019.
- Proposed and achieved the approval of the majority of Congress to reform Mexican Pension Funds law to diversify their investment policy (total assets US$303B); implementation led to an average 14.05% yield for the Mexican Pension funds in 2019, the largest yield in the 23-year history of these Funds.

Government of the State of Chiapas Tuxtla Gutiérrez, Chiapas, Mexico

Secretary of Finance *2016 – 2018*

- Managed the US$3.9B annual budget as the youngest Secretary of Finance of any Mexican state.
- Designed and conducted the financial restructuring of the government of Chiapas, improving from a deficit of US$175M in 2015 to a surplus of US$80M in 2017.

Treasurer *2014 – 2016*

- Conducted refinancing of US$1.1B of state debt for Chiapas, reducing the interest rate by 1.3% and achieving annual savings of US$14.3M that were reallocated to build a hospital in Tapachula, Chiapas.

Cuasar Capital Mexico City, Mexico

Investment banking and financial advisory firm specialized in structuring public sector and infrastructure projects.

Senior Analyst *2010 – 2014*

- Led the financial structuring and coordinated the working group of lawyers, banks and government authorities to refinance debt for the Mexican states of Michoacán (US$665M) and Coahuila (US$2.5B).

Junior Analyst *(full-time role during university)* *2007 – 2010*

- Led structuring of first public-private partnership in state of Puebla for water services benefiting 2.3M residents.

Education

Stanford Graduate School of Business Stanford, CA

M. S. in Management Sloan Fellow 2022

- One-year, full-time degree program for accomplished leaders and executives
- STEM M.S. in Management, 3-year U.S. Work Authorization (OPT)

Instituto Tecnológico Autónomo de México Mexico City, Mexico

B. A. in Economics and B. A. in Political Science 2010

- Economics GPA: 3.58 (top 10%); Political Science GPA: 3.72 (top 2%)
- Awarded Baillères scholarship (full tuition) and Mancera scholarship (living expenses), both merit-based.

Additional Information

- Languages: English (fluent); Spanish (native); Tzotzil, an indigenous Mayan language (conversational).
- Interests: art history (completed 5 semesters of classes), Charreria (Mexican equestrian sport): practiced for 10+ years.

Sigalit Jacqueline Perelson

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

STANFORD UNIVERSITY Stanford, CA
BS in Symbolic Systems, Individually Designed Concentration in Product Design 2020

- Co-founding President - FashionX, Stanford's first ever pre-professional student organization for students interested in the fashion industry
  - Built the founding team from scratch; now includes 20 board members and over 150 general members
  - Coordinated our first inaugural Fashion X Tech conference with over 150 attendees and ten speakers from across the industry including Instagram, StockX, Sephora, Amazon, and more
- Associate – Stanford Women on Boards
  - Worked on the Technology Committee of SWB, a GSB initiative
  - Led active board searches, evaluated platforms, and provided recommendations for SWB
- Alum and Teaching Assistant – Engineering 245: The Lean Launchpad
  - Participated in and TA for Steve Blank's Graduate Engineering Experiential Learning class
  - Spearheaded recruitment efforts that led to increased female student enrollment, from ~25% to ~50% in one year, resulting in the creation of first-ever all-female teams; direct feedback from Steve Blank regarding "phenomenal" improvement in female participation
- Alum - Mechanical Engineering 368: d.leadership: Leading Disruptive Innovation
  - Selected for a graduate course that teaches the coaching and leadership skills needed to drive good design process in groups; worked on a project driving design thinking within Juniper Networks to solve an Open Source software issue; led the team through the design process from brainstorming to launching a product

Experience

Sequoia Capital Menlo Park, CA
Scout 2020 – present

- Early stage investments from Sequoia Scout Fund 6

Pear VC Palo Alto, CA
Early stage venture capital firm
Fellow 2017 – present

- Developed Pear's on-campus presence, sourced deals, and led initiatives, including dinner series for women in STEM

Value Retail London, UK
a developer and operator of 11 flagship luxury retail destinations in EU & China, with world's highest retail sales densities and 50 million annual visitors
Footfall Acceleration Summer Intern 2019

- Supported the Footfall Acceleration team, which designs and implements 7 commercial moments annually, accounting for over 40% of collection-wide revenues
- Conducted execution analysis for Extraordinary Summer Sale campaign; Utilized design thinking techniques, provided recommendations for future commercial moments, and guided creation of novel "private sale" events; received a return offer

Israel Defense Forces Israel
Military Intelligence Directorate, Unit 8200 Elite High-Tech Intelligence Unit
Lieutenant, Special Intelligence Officer – Analysts Teams Leader and Product Manager 2013 - 2014

- Managed 30 soldiers, led multiple teams involved in intelligence gathering and data mining
- Founded and led software development project for mining big data using cutting-edge algorithms
- Selected to the Intelligence Directorate's Officers Course for training IDF's top intelligence officers

Intelligence Analyst 2011 - 2012

- Completed four-month intelligence gathering, analyzing and communication course, which focused on producing intelligence

Additional

- Language competencies – English (native), Hebrew (native)
- Technical/computer skills – C#, Java, C, C++, MATLAB, Adobe Photoshop

Petra Petrich

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WORK EXPERIENCE

CALLAWAY GOLF - Carlsbad, CA ***April 2011 - May 2021***

- Instrumental in increasing Callaway's overall golf ball market share by 112% from 2013 to 2021.
- Hired or directly managed 27 of the 29 golf ball R&D employees. Increased team from 17 to 29 in 8 years.

★ 8 granted patents and 3 applications filed regarding cover formulations and golf balls with electrical components.

Senior Manager, Golf Ball R&D – Research & Development Dept. ***Nov 2018 - May 2021***

- Directed 1 manager and 8 engineers/scientists to develop new data tools, materials, processes, and products.
- Developed novel FEA ball simulation, resulting in a multi-million dollar investment for a competitive advantage.
- Led premium product development for three 2022 Chrome Soft SKUs (~50% of our market share).
- Guest on The Golf Channel's 'Morning Drive' & Callaway's 'The Fitting Room' and 'Callaway Talks' video podcasts.

Senior Manager, Golf Ball Engineering – Research & Development Dept. ***May 2017 – Nov 2018***

Manager, Golf Ball Engineering – Research & Development Dept. ***May 2015 – May 2017***

- Directed 1 supervisor, 2 engineers, and 6 technicians to prototype and develop new products and processes.

★ Designed ERC Soft '19 as a new sub-brand and mid-price point product for Callaway. Invented and patented the cover formulation. Quadrupled our mid-price point market share.

- Re-invented the golf ball fabrication process from cover to paint. Reduced from 9 to 2 process steps.
- Implemented a program management tool to organize, track, and manage all Golf Ball R&D projects and resources.
- Partnered with Marketing to film 2 'Whiteboard Sessions' and 7 'Ask Petra' videos to answer consumer questions.

Manager, Golf Ball Prototyping – Research & Development Dept. ***May 2014 – May 2015***

- Managed a team of 6 technicians and an average of 10-15 prototyping projects per week through 4 labs.
- Led a Lean Six Sigma project that successfully reduced the aerodynamic variability of our balls.
- Specified requirements and designed an upgraded custom paint line. Won approval for the $600K capital project.

★ 2014 R&D AWARD: For developing a new injection molding cavity prototyping and testing process.

Project Engineer, Golf Ball R&D – Research & Development Dept. ***March 2013 – May 2014***

- Scheduled the Golf Ball R&D prototyping projects and testing tasks, averaging 8 labs & 20-30 projects per week.
- Revamped the scheduling process based on team feedback and reduced meeting time by 50%.
- Oversaw Supersoft development (35% of our market share). Coined slogan "Super Long. Super Straight. Super Soft."

Project Manager, Commercialization – Program Mgmt & Supplier Network Dept. ***April 2011 – March 2013***

- Managed product offerings, part numbers, sales samples, and product-at-retail dates for 50+ club programs.
- Coordinated with R&D, Program Mgmt, and the sales/marketing teams for the U.S. and 9 international subsidiaries.

★ ELY AWARD: Managed a club build for GolfWRX that was without leadership on the day of the event.

QUALCOMM - San Diego, CA ***July 2010 – April 2011***

Senior Program Analyst – Qualcomm CDMA Technologies (QCT) Program Management Dept.

- Created, tracked, and reported on MS Project schedules/Gantt charts for the Audio Firmware and Software Teams.
- Collaborated with engineering leads to forecast engineering resource requirements. Identified flex consultant needs.

EDUCATION & CERTIFICATIONS

STANFORD GRADUATE SCHOOL OF BUSINESS ***Class of 2022***

- M.S. in Management, Sloan Fellow - one-year, full-time degree program for experienced leaders

UNIVERSITY OF CALIFORNIA LOS ANGELES (UCLA) ***Class of 2010***

- B.S. in Chemical Engineering, Technology Management Technical Breadth Option

★ U.C. Regents & Alumni Scholarships (merit-based) provided all tuition & living expenses

PROJECT MANAGEMENT PROFESSIONAL (PMP) CERTIFICATION - PMI ***October 2015***

LEAN SIX SIGMA BLACK BELT CERTIFICATION – UCSD ***January 2015***

BENJAMIN PETTIGREW

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Experience

CROWN LEGACY CAPITAL, LLC | Dallas, TX **2019 – Present**
Private single family office investment firm
Co-Founder, Chief Executive Officer & Board Member

- Responsible for sourcing, analyzing, and vetting direct and managed investment opportunities, including 15+ direct venture capital and private equity investments in technology, healthcare, and industrial companies
- Manage real estate, equities, and private equity portfolio consisting of more than 180 entities

CLEARVIEW INVESTMENTS, LTD. | Dallas, TX **2000 – 2003 / 2010 – Present**
Real estate private equity firm that has acquired more than $2.5 billion in assets in North America and Europe
COO & Managing Partner (2015 – Present), Partner & Vice President (2010 – 2015), Associate (2000 – 2003)

- Co-lead real estate private equity firm with portfolio consisting of 50+ properties, including 3+ million ft^2 of retail, industrial, and office buildings and ~5,000 acres of commercial and ranch land located in 16 states
- Underwritten, acquired, and managed more than $315 million in commercial real estate since 2010, with a weighted average gross IRR of 32.9% and equity multiple of 1.9x

ENNIS-FLINT | Dallas, TX & London, United Kingdom **2006 – 2010**
World's largest manufacturer of road safety markings with more than $450 million in sales and 13 plants
Investor, Director of Corporate Development & Board Observer

- Led cross-border acquisition and joint venture teams for targets in the UK, Sweden, Germany, Belgium, Austria, Canada, Mexico, Brazil, China, India, Thailand, Turkey, and Australia
- 7 acquisitions with $200+ million in sales, $42 million in EBITDA, and $200+ million in accretive value

HARRIS WILLIAMS & COMPANY | Richmond, VA **2005 – 2006**
Global middle-market investment bank providing M&A advisory services
Associate, Mergers & Acquisitions

- Led sell-side processes for smart metering and energy delivery management software and hardware provider and behavioral disorder treatment provider for $275 million (31.9% premium to valuation range)

Additional Experience

AFRICA BRIDGE (NGO) – ***Board Chair*** | Tukuyu, Tanzania & Portland, Oregon **2019 – present**
UT DALLAS – ***Lecturer & Advisory Board Member (Center for Global Business)*** | Dallas, TX **2017 – present**
J.P. MORGAN – ***Summer Associate (Investment Banking)*** | London, UK **Summer 2004**

Education & Other

STANFORD GRADUATE SCHOOL OF BUSINESS | Stanford, CA **expected 2022**
MS in Management – Sloan Fellow (MSx Program)

THE WHARTON SCHOOL OF THE UNIVERSITY OF PENNSYLVANIA | Philadelphia, PA **2005**
MBA in Private Equity / MA in International Studies (The Lauder Institute)

MASSACHUSETTS INSTITUTE OF TECHNOLOGY | Cambridge, MA **2000**
MS in Real Estate Development

HARVARD UNIVERSITY | Cambridge, MA **1999**
BA in History

Other – Fluent in Portuguese; Oxford and Wharton coursework in proptech, fintech, cryptocurrencies, and AI

TRACY PHAM
trangp@stanford.edu +1(925) 413-2610 | https://www.linkedin.com/in/tracy-pham-4b7b9739/

EXPERIENCE

RED BOAT FISH SAUCE — Hayward, CA
Producer and distributor of premium Vietnamese fish sauce, $6M annual revenue
CFO, Head of Sales and New Product Development — 2018-Present

- Led new product development from ideation to launching 6 new products, adding $70,000 in annual revenue with 2 of the new products currently under consideration by Trader Joe's.
- Identified Amazon as a new sales channel and optimized product listings, resulting in $400,000 additional annual revenue.
- Identified productivity improvements and implemented software solutions, improving processing efficiency by 50% and decreasing past due accounts receivable by 20%.
- Formed new marketing team, developed a new social media strategy, grew Instagram followers by 350%, and generated an additional $12,000 annually from email marketing campaigns.

SALESFORCE — San Francisco, CA
Senior Analyst, Success Plan Product Operations — 2017-2018

- Identified the root cause of customer downgrading product tiers, resulting in improvements to the customer onboarding process and new product offerings to provide more value to customers.

DELL EMC — Pleasanton, CA
Senior Sales Operations Analyst — 2014-2017

- Collaborated with product team to design and implement a sales process for a new SaaS offering, identified most likely early adopters of new SaaS offering, and transitioned 30 enterprise customers.

Sales Operations Analyst — 2013-2014

- Recruited to Sales Operations to develop key sales metrics and streamline reporting used in business planning.
- Worked with sales managers and system admins to improve and implement new sales territories during significant changes within the organization. Our work earned an Excellence@EMC award.

Business Operations Analyst, Maintenance Renewal. — 2011-2013

- Collaborated with finance director to develop sales operation metrics used to measure and drive business performance, resulting in multi-year growth of $300M+ maintenance renewals business.
- Worked with renewals directors and sales reps to streamline the forecasting process for Americas, Europe, and Asia Pacific teams, resulting in an 87% efficiency improvement.
- Developed a pricing analysis used for a company-wide audit, and received Excellence@EMC award.

Business Administrator, Maintenance Renewals — 2010-2011

- Selected out of 4 other admins to onboard and train Nashville team on the entire renewals process.

ENTREPRENEURSHIP EXPERIENCE

WARRIOR BRAZILIAN JIU JITSU ACADEMY — San Ramon, CA
Co-founder/Owner — 2015-Present

- Established, operating and managing a jiu jitsu school training 150 students aged 5-65 years old.
- Identified and capitalized on differentiating factors between Warrior and competing schools, resulting in annual revenue doubling from $90,000 in 2016 to $215,000 in 2019.
- Provided Zoom lessons, created online videos, and negotiated partial rent relief during pandemic to prevent school from closing down permanently.

EDUCATION

- Stanford Graduate School of Business, Sloan Fellow, MSx Program 2022
- University of California, Davis - B.S. in Managerial Economics, High Honors 2010

ADDITIONAL INFORMATION

- Jiu Jitsu World Champion 2011 and 2019, Jiu Jitsu Pan American Champion 2017 and 2019.
- Over the last 5 years, coached 75 students at numerous state and local jiu jitsu tournaments.

Lindsay Picard

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EDUCATION

Stanford Graduate School of Business Stanford, CA

Master of Business Administration Candidate *Expected June 2022*

- *Leadership & Activities:* Investor, Stanford Impact Fund – Justice Team; Stanford Women on Boards (SWB) – Board Match Committee, Member of Women in Management (WIM), Venture Capital, Consumer & Retail, Private Equity, and FinTech Clubs

Bowdoin College Brunswick, ME

B.A., Government and Legal Studies, Minor in Economics *May 2016*

- GPA: 3.60 / 4.00
- *Awards & Honors:* IWCLA Academic Honor Roll, IWLCA All-American, NESCAC All-Academic
- *Leadership & Activities:* Varsity Women's Lacrosse (Captain, among top-ten all-time record holders), Bowdoin Student Government (Class 2016 Treasurer), V-Space (facilitator)

WORK EXPERIENCE

MidOcean Partners *(investing out of $1.2 billion MidOcean Partners V)* New York, NY

Private Equity Associate, Consumer & Business Services *Aug. 2018 – July 2020*

- Responsible for generating, evaluating, and executing investment opportunities across consumer and business services
- Identified prospective investment in auto aftermarket services sector that progressed to live deal stage and late-stage bids. Ultimately led to deeper investment thesis in auto aftermarket, which resulted in investment in FullSpeed Automotive
- Board observer, and provided portfolio company support for Image Skincare, Planet Equity Group, and Travelpro. Attended board meetings, created and analyzed financial and operational reporting, and assessed strategic M&A opportunities

Selected Investment Experience:

Carve-out Acquisition of Personalization Mall (cover bid) – $260mm LBO; customizable e-gifting platform

- Performed detailed business due diligence to evaluate key digital KPIs and understand how to optimize various online channels (paid search, paid social, email, organic, etc.), AOV, and site conversion
- Collaborated with lawyers and consultants to conduct analysis of standalone company financial performance and go-forward business needs including, transition service agreement, commercial agreement, and freight card negotiation

Acquisition of WinterWyman (closed November 2019) – $52mm Add-On; IT, finance, and accounting staffing firm

- Evaluated strategic merger rational, including cross-selling analysis, actionable synergy targets, and integration plan
- Led commercial and financial diligence efforts in connection with full capital structure refinancing; completing Lender Presentation, pro forma operating and LBO model, and all lender follow-up

Acquisition of Weiman Products (cover bid) – ~$700mm LBO; branded specialty cleaning products

- Built detailed financial model by sales division, sensitizing for acquisitions and retailer / product penetration
- Wrote investment memos based on management meetings and business / commercial diligence, articulating investment metrics, strategy and angle, outlined risks / mitigants, and diligence outcomes; liaised with potential co-investors

Selected Portfolio Company Experience:

Built 2020 Operating Budget for $400mm Topline Human Capital Business

- Collaborated with CEO, CFO, and senior management to build complex operating and three statement 2020 budget from scratch, examining 10 different units across multiple revenue and cost drivers, for internal company and external bank models
- Developed weekly cash flow and liquidity forecast to assist with COVID-19 response effort and covenant compliance

Firm Leadership & Recognitions

- *Co-Authored:* Digital Commerce Articles, *How to Appeal to Millennials* (published May 2019), *What Retailers Must Know About Consumers Over Age 50* (published July 2020)
- *Associate Recruiting:* Selected as first (and only) associate to assist with identifying and interviewing new hires

RBC Capital Markets New York, NY

Investment Banking Analyst, Communications, Media, and Entertainment ("CME") *July 2016 – July 2018*

Investment Banking Summer Analyst, Technology *Summer 2015*

- Designed comprehensive financial models to evaluate strategic options for clients including leveraged buyouts, mergers and acquisitions, initial public offerings, restructurings, and other financing alternatives
- Selected transaction experience: Meredith Corporation – $3.6bn acquisition of Time Inc.

Firm Leadership & Recognition

- *Top Bucket:* Top 3% of analyst class in every annual review and offer for early promotion
- *Analyst & Associate Board (AAAB):* Nominated to represent CME group to improve junior banker experience
- *Analyst Recruiting:* Led CME summer analyst recruiting, member of opportunistic recruiting team

ACITIVITES & INTERESTS

- *Activities:* Executive Committee; Youth Inc. – Young Professionals Board
- *Interests:* Skiing & snowboarding, trying new restaurants, cooking, travel, crosswords

UDIT PILLAY

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EDUCATION

Stanford Graduate School of Business **California, United States**

Master of Business Administration and Master of Arts (Education) Candidate 2020 – Present

- Portfolio Operations Associate at Stanford GSB Impact Fund; Arbuckle Leadership Fellow
- Member of Social Impact, Education and Women in Management Clubs

University of Sydney **Sydney, Australia**

Bachelor of Laws and Bachelor of International & Global Studies (GPA: 84/100 in Major; 77/100 overall) 2012 - 2016

- University of Sydney Academic Merit Prize 2012 (top 2% of 35,000 undergraduate students)
- Represented Australia at the Harvard National Model United Nations Conference 2015 (20 candidates selected from 250)

EXPERIENCE

Bain & Company **Multiple cities across Australia and New Zealand**

Consultant Jan 2020 – Aug 2020

- Designed and rolled out a new commercial sales strategy for a leading global professional services firm
  - Led installation and reinforcement of new account management guidelines across firm's sales force (1000+ sales reps), including developing digital training modules that were rolled out virtually during the COVID-19 pandemic
  - Launched commercial operations BU to support new strategy; Aligned with leaders of other BUs to transition responsibilities to new BU; Convinced firm mgmt. to invest $10M annually (~30 FTEs) in improving commercial capabilities
- Leader within Bain Social Impact (Managed local Community Impact Day: 11 charities, 100 employees), 'Manbassador' for Women@Bain, Member of Global Development committee (mentored team assisting Manilla-based microfinance org)

Senior Associate Consultant Jan 2019 – Dec 2019

- Developed strategy for PE-owned software company to enter the financial services (FS) industry
  - Created business case for FS new market entry; convinced management and owners to enter market independent of current assets due to their weak existing propositions; $50M investment approved, projected $150M business by 2023

Associate Consultant Feb 2017 – Dec 2018

- Drove end-to-end field force transformation for leading Australian telco (~3K technicians) across multiple work streams
  - Established system to improve tech performance - owned productivity stream (3 clients, 1 Bain); built consensus with client on design principles; on-time starts increased from 40 to 90% equating to potential 50K additional work hours/year

Acumen *(Externship from Bain & Company)* *Impact investment fund with $65M AUM* **Kochi, India**

Portfolio Operations Fellow and Chief of Staff to CEO of Our Family Clinic (portfolio social enterprise) Sep 2018 – Mar 2019

- Led performance review of all 10 clinics, incl. directly surveying 200 patients / 50 locals; persuaded CEO to close out-of-state clinic and focus on scaling in home state; opened new clinic within home state, with break-even expected in 1Y vs 1.5Y avg
- Managed fundraising process e.g. prepared company and mgmt. for diligence / engaging investors; co-pitched with CEO at VCC Healthcare Summit of 200+ attendees, leading to 3 term sheet discussions; $500K secured now + $2M conditional in 1Y

Project Academy *Tech enabled education startup providing tutoring services for high school students* **Sydney, Australia**

Program Manager and Head Teacher of Economics Department Jan 2013 - Dec 2016

- Employee #1 – developed economics course from scratch. Taught 2 weekly classes (50+ students) and supervised 6 other tutors
- Drove a 4x increase in enrollments from 2014-16 by supporting all students achieve top quartile performance (above state avg.)

Masters Academy *Leading provider of communication education for schools in Sydney* **Sydney, Australia**

Head Debating Coach Jan 2012 - Dec 2016

- Managed former high school's debating program (200 students, 15 coaches). Taught 3 weekly classes; coached same team for four years. Helped them go from not passing 1st stage in 2012 to winning NSW Debating Challenge in 2015 (300+ schools)

ADDITIONAL ACTIVITIES

180 Degrees Consulting *Largest student consultancy that provides services to charities globally* **Sydney, Australia**

- *Industry Mentor* (2018-20): Established Bain-180DC industry partnership. Matched 25 Bain consultants with 9 project teams
- *Volunteer Business Consultant* (2012-16): Developed donations strategy for Manjeri (education social enterprise in Uganda)

United Nations Youth Australia *Charity with 500+ volunteers that runs education programs for 15K youth* **Sydney, Australia**

- *Board Director* (2014-16): Developed 5Y plan / $750K budget and set up $10K recurring scholarship for disadvantaged youth
- *President of NSW State Division* (2013-14): Oversaw exec team of six. Doubled student reach to 3000 by expanding programs

Other Activities

- Refugee Advice & Casework Service (2015-16), Volunteer Paralegal: 300+ hours of research and claims support for 50+ clients
- Jesuit Refugee Service (2013-14), Volunteer Tutor: weekly teaching assistance to four newly arrived refugee minors

Leila Julia Pirbay

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Education

Stanford University, Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — May 2022
Coursework: corporate financial modeling, entrepreneurship (Lean LaunchPad, Formation of New Ventures), accounting, operations

Harvard University, John F. Kennedy School of Government — Cambridge, MA
Master in Public Administration Candidate, concentration in Political and Economic Development — May 2022

Harvard University — Cambridge, MA
Bachelor of Arts, major in Anthropology, minor in Economics, *cum laude* — May 2014

Experience

Evergreen Services Group — San Francisco, CA
MBA Intern (received return offer) — June 2021 – August 2021
$250M PE fund investing in Business and Government Services (backed by Alpine Investors)
Selected investment & portfolio experience:
$6M acquisition of a Managed Network and Computer Services company based in Arizona (ongoing)
- *Pre-Acquisition:* Led all business diligence on unit economics, customer concentration, and sales pipeline; conducted market, financial, and operational diligence; synthesized diligence findings into memo presented to Investment Committee

$61M acquisition of a Government Services Provider based in California (closed)
- *Pre-Acquisition:* Performed operational diligence on product and competitor strategy; supported company CFO in crafting business plan; conducted in-depth interviews with employees and customers to assess strength of core business and staff
- *Post-Acquisition:* Found levers for organic growth; identified and evaluated potential add-on acquisitions

$13M acquisition of a Cybersecurity Provider based in Colorado (closed)
- *Post-Acquisition:* Built financial budget with company CFO; crafted communication plan to announce acquisition; onboarded onto Evergreen's reporting platform; spearheaded executive search which culminated in hiring new company President

Stanford Impact Fund — Stanford, CA
Investment VP – Financial Technology — December 2020 – Present
$30M fund investing in early to growth stage ventures
Selected investment experience:
$75K investment in a financial technology company that provides an alternative to traditional mortgages (Final Bid)
- *Pre-acquisition:* Lead a 5-person team to conduct market, company, and financial diligence; built firm's forecast model to assess timing and size of cash needs to grow the business, inclusive of discounted cash flow and market multiples analyses

Stripe — Dublin, Ireland
Co-Head of Italy — July 2017 – May 2019
- Led Stripe's market launch in Italy by developing the go-to-market strategy and partnering with 23 investment funds
- Managed 80% of strategic inbound Italian sales pipeline from qualification to signing deal equaling $500M that brought in 300+ new customers; cultivated $100M pipeline by reaching out to 200 customers; increased Stripe's market penetration by 20%
- Managed relationships with top 50 Italian clients accounting for 25% of Stripe revenues in market
- Identified gap in non-card based payment method and joined two-person team to integrate product; performed estimation of market opportunity, competition analysis, and client communication; plan expected to add 10% market penetration
- Awarded "Strongly Exceeds Expectations" (given to 5% of staff) for achieving 130%+ of my targets at each performance review

Italy Go-to-Market Lead — September 2015 – July 2017
- Built support and sales operations from scratch in Italy and achieved 90% satisfaction rating in first year by training 4 agents to assist Italian client base; designed processes for collaboration influencing company-wide best practices
- Coordinated 9 support agents and trained 3 sales agents to handle conversations with 1000+ SMB companies

Internships: Center for International Development at Harvard University, Cambridge, MA (Summer 2020); Endeavor, San Francisco, CA (Summer 2015); Blueline, Madagascar (2014-2015); Kearney, Italy (Summer 2013) and Turkey (Summer 2012)

Additional

Interests: Slowly skiing downhill, Talenti pistachio ice cream, portrait photography (won 3 contests at Harvard and in Italy), languages (fluent in English, French, Italian, and Spanish, proficient in Malagasy and Gujarati)

Publications: *Kennedy School Review*, 2020; Young Leaders 3.0, 2014; *Forbes*, 2014

Community: Co-founded the NGO Keelonga to improve public education in Madagascar; assisted 2,500 students in 18 schools

Yvonne Ploder

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EDUCATION

Stanford University, Stanford Graduate School of Business, Stanford, CA **May 2022**
Master of Business Administration Candidate
- Notable coursework / clubs: Future of Cities | Design Thinking | Sales Strategy | Data & Decisions | Policy Coursework

Georgia Institute of Technology, Atlanta, GA **May 2015**
Bachelor of Science in International Affairs and Modern Languages
- Georgia Tech President Scholar, *full-ride merit based* | Summa Cum Laude | Honors (GPA: 3.91 major GPA)
- United Nations Intern (2015) and The Carter Center Intern (2014)

EXPERIENCE

Mayor's Office City of Pittsburgh, Pittsburgh, PA **2021-2021**
MBA Fellow to the Chief of Staff 2021-2021

Strategy / Leadership
- Worked side-by-side with the Chief of Staff to help run the city of Pittsburgh; analyzed and recommended improvements to optimize litter pickup routes and special events processes.

Uber Technologies, Washington, DC and Mexico City, MX **2017-2020**
Head of Delivery Partner Support, Uber Eats 2019-2020
Program Manager, Uber Eats 2019-2019
Operations Manager, Uber Eats 2017-2019

Strategy
- Co-led development of North America Uber Eats business standards by managing 12 reports and driving key decisions on how to strategically invest our refunds and compensation budget of $14M to engage customers.
- Spearheaded product requests by organizing proposals and analyses across all five mega regions for opportunities totalling $19.2M and improvement to customer retention metrics.
- Recommended go-forward strategy for $1.2M investment to expand phone support and differentiate / enhance our customer support offering.

Operations / Problem Solving
- Quickly drove the implementation of a new crossfuntional support strategy in response to new legal compliance measures, specifically California's Proposition 22.
- Improved customer satisfaction score by 20% through a data driven prioritization project, focusing on improving our most complex and painful interactions first.
- Oversaw end-to-end roll out of business standards through rigorous content creation, on-the-ground training in the Philippines, and metric monitoring.

Leadership
- Managed a 4-person team, $12M customer experience business unit, and grew relationships with 3 external vendors, comprising ~600 agents in the Philippines and Colombia.
- Owned and project managed the creation of restaurant business standards by leading 15 managers and weekly presentations to leadership for 4 months; led the same project for Latin America on a 4 month assignment.
- Created and taught an "Excel 101" class for junior staff; served as an informal and formal mentor to 2 managers.

Boston Consulting Group, Atlanta, GA and Mexico City, MX **2014-2017**
Associate 2016-2017
Summer Associate 2014-2014

Analytical Problem Solving / Storytelling
- Directed and supervised improvement of Walmart's TV category's pricing capabilities in an effort to improve margins and reduce costs (projected ~$90M). Included weekly VP touch points in Spanish.
- Conducted pricing analyses measuring effectiveness of pricing tool for IBM ($100- 200M potential revenue uplift).
- Executed statistical analysis of customer surveys to understand customer preferences in order to refine Nissan's marketing strategy.

ADDITIONAL

- English (native), Spanish (native), French (proficient)
- RStudio, Alteryx, JYTHON, SQL, Google Analytics, AdWords, Excel, PowerPoint, SPSS, Tableau, Salesforce
- LIfe-long singer (am currently learning piano!); completed an Ironman 70.3; often travel to see my family in Argentina; love nothing more than building community.

Drake Pooley

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EDUCATION

Stanford Graduate School of Business, Stanford, CA 2022
MBA Candidate (Student Body President), *GMAT: 760*

- GSB Pride, Private Equity club, Allies4BlackLives, Venture Capital club, Entrepreneurship club

Dual Master's Degree plus Certificate Program (*GPA: 3.8/4.0)* 2017

- **University of Virginia (McIntire): M.S. in Global Commerce (Charlottesville, VA)**
- **Lingnan (University) College: Certificate in International Management (Guangzhou, China)**
- **ESADE Business School:** M.Sc. in Global Strategic Management (*Barcelona, Spain*)

Auburn University, Auburn, AL *(GPA: 3.9/4.0)* 2016
BS in Business Administration, Majors: Finance, International Business-Chinese (Economics)

- **Honors:** Dean's List, Presidential Scholar, Summa Cum Laude, Phi Kappa Phi, Foreign Language Scholar, 3-year graduate

EXPERIENCE

Lattice, HR Tech Series E, San Francisco, CA Summer 2021
Customer Experience Consultant

- Created partnership strategy and built network by sourcing consultants, crafting partnership agreements, structuring financial incentives and bidirectional frameworks, designing onboarding and brand protection/promotion efforts, and go-to-market strategy
- Built customer journey map for entire 350+ person org, with interviews across every function, presented to c-suite & investors

Emirates Group, Dubai, United Arab Emirates Summer 2021
In-House Management Consultant

- Structured benchmarks and internal whitepaper on the future of contact centres, including commercialization of ancillaries, operating models, and shift in people management strategy from reactive to proactive revenue generation

IGNIA Partners, Mexico City, Mexico (Mexico's largest VC fund) Summer 2020
Summer Associate

- Created pipeline management process for InsurTech sector for $100Mn+ Fund III. Sourced 4 international start-ups
- Built deep dive into Mexico and LATAM e-Commerce market, with report published in top 5 Mexican magazine (MILENIO)

Kearney (aka A.T. Kearney/ATK), New York, NY and Dubai, United Arab Emirates Fall 2017 - Spring 2020
Associate (previous roles: Senior Business Analyst, Business Analyst)

- **Achievements:** Top 10% of consultants: Promoted to post-MBA Associate role in 18 months vs. average 36-month timeline

Select Project Experiences:

$125Mn Social Impact Strategy and Organization Design for Middle Eastern Government

- Developed a ~$125Mn seed fund program for thousands of non-profit community groups in a Middle Eastern country, including designing program structure, providing guidance to national legislature, and creating 5-yr. roles/hiring plan for ~75 employees

Joint Venture Creation for Two $75Bn+ Retailers

- Designed partnership scenario model for joint venture between two Global Top 30 retailers with revenue impacts of $10Bn+, including geographic/competitor sensitivities, demand elasticity, supply chain implications and financial statement impact
- **Press coverage**: CNN, Wall Street Journal, Washington Post, New York Times, and others

eCommerce Negotiation Model Design for Top 10 US Retailer

- Built e-Commerce negotiation model to unlock over $1Bn of savings on Direct Store Delivery COGS for Top 10 Global Grocery Retailer, built on labor and transportation removal due to Digital logistics model (micro-Fulfillment and automated warehouses)

Payments Strategy for Top 10 US Retailer

- Co-created $49Bn payments strategy at Global Top 20 retailer through customer journey design, and custom framework with recommendations for Payments Center of Excellence, organization structure, and future technologies implementation

OTHER EXPERIENCES

NRG Energy, a Fortune 200 company, Houston, TX | *Innovations Intern* Summer 2016
Yueda Real Estate Development Co. (悦达地产), Shanghai, China | *Commercial and Residential Intern* Summer 2015

SKILLS, INTERESTS & OTHER

Advanced in Economic Modeling (Recognized as Kearney Global Leader) Traveled to 56 countries across 5 continents
Citizenship: USA and Lithuania (EU Work Authorization) Activities: Managed NY Office Social Committee & Internship program
Personal Media Mentions: **Wall Street Journal**, "*One Year, Three Continents*" (*2016*), **CNBC**, "*Millennial Money*" (*2019)*

POOJA PRADHAN

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate Expected Jun 2022
Relevant Coursework: Biodesign Innovation (TA for 2021-2022), Lean Launchpad, Product Launch
Clubs: Healthcare Club Co-President, Product Club, VC Club

STANFORD UNIVERSITY Stanford, CA
Bachelor of Science, Biology Jun 2014

UNIVERSITY OF QUEENSLAND Australia
Stanford Study Abroad Program - Marine Biology & Ecology Sep 2012-Dec 2012

EXPERIENCE

SEVEN STARLING (formerly June Motherhood) Menlo Park, CA
Seed-stage company offering a community-based care membership for pregnancy and early parenthood.
Strategy and Business Development Intern Jun 2021-Aug 2021
- Developed Seven Starling's go-to-market strategy and plan to Series A in collaboration with the CEO
- Attended EHIR and created a pitch deck for Employers
- Completed a competitive analysis of the family care and women's health landscape
- Interviewed experts to validate our assumptions about various GTM strategies

FACEBOOK HEALTH Menlo Park, CA
Focused on scaling public health initiatives through partnerships with governments and global health organizations.
Health Partnerships Consultant Jun 2020-Dec 2020
- Developed domestic and global growth strategy for the Preventive Health Tool
- Launched Health Partnerships Insights newsletter; now with an internal audience of 150+
- Established first Health Expert Speaker Series; team hosted 10 speakers during my time

DOXIMITY San Francisco, CA
The largest professional network for U.S. healthcare professionals with over 1 million members.
Associate Product Manager Apr 2019-May 2020
- Drove product strategy for email newsletters, increasing ad revenue by $8M YoY
- Led cross-functional team of 25 to test and launch first *Local Medical News* email for 75K clinicians, creating a new revenue stream for the business; now scaled 3x
- Built feature to allow users to resubscribe to a different email, with 150 users resubscribing in the first month
- Developed new metric, powering *Top 5 Research Papers of 2019 email,* personalized to 70 medical specialties
- Selected by C-suite to pilot the Dox Foundation (non-profit arm) employee program

Content Strategy Manager Aug 2018-Apr 2019
- Developed and executed the strategy to leverage medical experts, increasing Newsfeed engagement by 50%
- Managed Editorial Intern, who laid the groundwork for Doximity's *National Oncology Workforce Report*
- Led content strategy for Dox Foundation; tripling volume of applications and increasing Newsfeed CTR by 10%
- Led A/B testing strategy for Newsfeed, launching a new content type which increased Newsfeed CTR by 50%

Medical Content Strategist Jan 2017-Aug 2018
- Established and managed first medical illustration team, growing team to include three medical illustrators
- Initiated and published first study of *Language Barriers in U.S. Health Care* with PR team

STANFORD UNIVERSITY SCHOOL OF MEDICINE Stanford, CA
Assistant Clinical Research Coordinator, Radiation Oncology May 2015-Jan 2017
- Published five scientific papers and eleven abstracts, across a variety of topics

ADDITIONAL

- MIT Hacking Medicine, Team Lead (2nd place out of 15 teams) Oct 2019
- Dox Green Initiative, Founder Sept 2019-May 2020
- Stanford Nepal Medical Project, Women's Health Lead Sept 2015-July 2016
- Fluent in Nepali and English; Intermediate SQL; Basic HTML, Python

CAROLINE PRINGLE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate Expected Sept. 2020-May 2022

YALE UNIVERSITY New Haven, CT
BA in Global Affairs with a concentration in International Development Sept. 2012-May 2016

- GPA: 3.64 | SAT: 800/800 (r), 750/800 (m), 790/800 (w)
- Senior Capstone Project: Created impact investment proposal to support coffee farmers in South Sudan for non-profit, TechnoServe, with team of ten students

Experience

OWL VENTURES San Francisco, CA
Owl Ventures is a leading education technology venture capital fund
Owl Fellow Sept. 2020-Present

- Support portfolio company operations by developing database of grant funding sources to supplement commercial capital

BLUE IVY VENTURES Washington, D.C.
Blue Ivy Ventures is a venture capital firm and community of Yale alumni investors, executives, and entrepreneurs
Venture Fellow Oct. 2019 –Expected Oct. 2020

- Support Principal with fundraising, deal sourcing, and diligence of investments across consumer and tech categories
- Led due diligence for potential $3M e-commerce investment and $100K cloud storage investment, analyzing market trends, competition, and company momentum

THE BOSTON CONSULTING GROUP Washington, D.C.; Houston, TX
Consultant Mar. 2020 – Aug. 2020

- Investment strategy development for education-focused foundation
  - Managed team processes across 15 colleagues and developed framework to assess impact and feasibility of education investment opportunities

Associate Sept. 2016 – Mar. 2018; Jan. 2020-Feb.2020

- M&A due diligence for private equity firm
  - Evaluated strategic fit of $4B retail acquisition opportunity by modeling potential inventory and price synergies
- Return on investment evaluation of edtech for The Bill and Melinda Gates Foundation
  - Shaped the Gates Foundation's investment strategy by assessing the economic and social return on investment of digital learning implementations in higher education
  - Managed case studies across two leading American universities and synthesized data for publication on edtech

Y ANALYTICS—FOUNDED BY THE TPG RISE FUND Washington, D.C.
Y Analytics advises investors on effective capital allocation for social or environmental impact
Associate & Education Sector Lead Jan. 2019 – Jan. 2020

- Conducted impact due diligence on prospective private equity investments totaling more than $900M across education, affordable housing, financial services, agriculture, and healthcare sectors by analyzing financial data and economic research
- Advised TPG Partners on impact potential of education business models including edtech, affordable private schools in developing countries, and vocational training programs

THE EDUCATION OUTCOMES FUND London, England
Chaired by Sir Ronald Cohen, The Education Outcomes Fund leverages results-based finance to improve education systems
Strategy Officer (BCG Secondee) Apr. 2018– Dec. 2018

- Identified attractive markets for entry by assessing feasibility of execution, donor priorities, and regulatory dynamics
- Collaborated with African Ministers of Education to design development impact bonds by identifying priority learning outcomes and impact metrics; first project expected to reach 50K kids per year following 2021 launch
- Engaged donors and developed fundraising strategy and marketing materials, securing over $1M in startup funding

Additional

Volunteering: MID-ATLANTIC INNOCENCE PROJECT, *Board Fellow,* Washington, DC (March 2020-Present); BCG HOUSTON-BRAEBURN ELEMENTARY SCHOOL PARTNERSHIP, *Co-lead,* Houston, TX (Jan. 2017-Mar. 2018)
Languages: Advanced Spanish, basic Arabic and Chinese
Interests: Amateur art historian, half-marathon runner, avid traveler

CASEY PROHASKA

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022
Arbuckle Fellow, Global Internship with Investment Bank (Fredericks & Michael Company – M&A Advisory Summer Associate), GSB Impact Fund – Energy and Environment Deal Team, MBA Ambassador, Wine Circle Co-President

University of Kansas Lawrence, KS
Bachelor of Science, Chemical Engineering, Graduated with Distinction, GPA 3.9/4.0 2011

EXPERIENCE

McKinsey and Company San Francisco, CA
Summer Associate Summer 2021

- Created detailed roll-out schedule for four core transformation initiatives across 130 service centers as part of $500M transformation at major American electric utility company (~$10B revenue)
- Developed and launched Lean manufacturing training program for field supervisors at all 130 service centers, including delivering standard work management practice training program for a team of >100 electrical designers

California Resources Corporation Bakersfield, CA
CRC is California's largest oil and natural gas producer with ~$2B in annual revenue 2014-2020

Technical Operations Manager

- Led 90-person team and managed $30M annual budget for California-wide technical engineering and field technician team responsible for design and reliability of $1B surface asset base, including 8,800 miles of pipeline infrastructure and 850 miles of electrical power lines, across 135 separate oilfields
- Directed 20-person team through urgent redesign of $30,000/day revenue generating oilfield destroyed by California wildfire and eliminated future expenditures of $14.5M by optimizing infrastructure
- Implemented initiatives to close entries on corporate risk register, which was approved annually by Board of Directors

New Energy Ventures Manager

- Reported to and selected by EVP Corporate Development to develop strategy of and launch brand new business unit focused on transitioning company from fossil fuels to renewables
  - Researched local electricity markets, regulatory policy, and federal/state tax incentives
  - Developed discounted cash flow models with utility price, funding source, and project scope sensitivity analyses
  - Identified and pursued third-party funding sources
- Performed due diligence for three separate powerplant acquisitions through preparation of financial models, analyzing market and regulatory conditions, and evaluating contracts and environmental permits

Sustainability Team Lead (additional assignment)

- Selected by CEO and EVP of Public Affairs to lead new-to-company Sustainability Team
- Co-developed, along with EVP, company's board approved first ever corporate sustainability goals
- Initiated company's first solar project (2 MW) to provide renewable energy directly to oilfield

Facilities Engineer

- Capital project manager for $0.5-4.0M surface infrastructure projects
- Youngest of 30 selected to join first cohort of UCLA Accelerate, CRC's leadership development program

Occidental Petroleum Corporation Houston, TX
Oxy is a domestic and international oil and natural gas producer with ~$17B in annual revenue 2011-2014

Process Engineer

- Design optimization engineer for natural gas production and processing facilities

ADDITIONAL

- Kern County Literacy Council, Tutor (2018-2020) – Tutored adult GED students weekly one on one in math and reading comprehension
- Interests: Avid reader, soccer player, predictably inconsistent golfer, and Sonoma wine enthusiast

EDWIN QIAN

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Co-President & Co-Founder of People People, Section Representative, GSB Pride, Admissions Ambassador

THE UNIVERSITY OF TEXAS AT AUSTIN Austin, TX
Bachelor of Business Administration, Management Information Systems 2015
- Received Deans' Dozen Award, Outstanding Fraternity Member of Year Award, Outstanding Service Award
- Elected to lead University's largest men's organization, 1st person-of-color to do so

Experience

CULTIVATE, *Strategy Intern* Summer 2021, San Francisco, CA
An AI-powered coaching platform that provides leadership insights, coaching, and people analytics
- Developed growth strategies based on current market position, market goals, and partnership opportunity
  Key Deliverables: market research, competitor analysis, market landscape, and product positioning

LATERAL VENTURES, *Chief of Staff and Venture Associate* Summer 2020, Boston, MA
- Collaborated closely with portfolio companies to develop growth strategies and phased operational plans
  Key project included helping launch a local COVID-19 testing solution for underserved communities

DELOITTE CONSULTING, *Senior Consultant* 2015 – 2020, Dallas, TX
Started as Business Technology Analyst, promoted to Consultant in 2017, and to Senior Consultant in 2019

People Development
- Revamped Deloitte's Digital Finance practice's onboarding and training programs, trained 40+ coworkers
- Planned and led on-campus recruiting events, interviews and offer decisions. Responsible for 80+ new undergraduate hires from University of Texas
- Facilitated Deloitte Digital All Hands Calls in Central Region and organized 10 office networking events
- Contributed to firm's pro-bono project benefiting non-profit Beacon Hill Prep; road-mapped and redesigned student retention processes utilizing Salesforce.com platform
- Represented Deloitte at national conventions: Ascend, Inclusion Summit, and ROMBA

Business Operations and Strategy
- Led team of 11 to develop Deloitte Israel's Digital Finance capabilities, yielding 500% increase in pipeline
- Directed team of 5 to stabilize implementation of new enterprise IT architecture for Fortune 500 technology company, interfacing daily with COO and CIO offices
- Supervised overall project health and delivery progress for 80+ projects during M&A transaction
- Spearheaded critical invoicing remediation plans and execution of 9000+ invoices totaling $450 MM

Product Development
- Designed end-to-end employee journey maps to accelerate adoption of digital platform, consolidating operations of $1.4B revenue, for global hospitality company; managed teams in U.S., U.K. and Belgium
- Coordinated with stakeholders, product development teams, and marketing agency to design and execute product marketing strategy and brand awareness campaigns
- Managed end-to-end product development of digital platform with 20+ cloud applications, impacting 14,000 users, for global tech company; achieved 75% reduction in apps and 30% reduction in IT costs
- Coordinated product teams to design, build, and validate development of Deloitte Digital's cloud-based technology accelerators, resulting in $200 MM pipeline

Additional

- Technical/computer skills: Python; R; SQL; HTML; NetSuite (SuiteFoundation certified); JIRA; Micro Focus ALM
- Languages: Shanghainese Chinese, Mandarin Chinese, English
- Interests: Human Rights Campaign, First-gen College Students, College Football, Chinese Cooking

Emma Ractliffe

20 Ahmed Heshmat, Zamalek • Cairo, Egypt • +201270386176 • eractliffe03@gmail.com

EDUCATION

2013-2017 **DARTMOUTH COLLEGE** Hanover, NH

BA in Economics and Asian & Middle Eastern Studies June 2017

GPA: 3.92, Summa Cum Laude (top 5%), 4 Citations for Academic Excellence, Editor in Chief of Dartmouth Business Journal, CEO of Smart Women Securities, President of International Business Council

2009- 2013 **THE HOTCHKISS SCHOOL** Lakeville, CT

Cum Laude Society, AP scholar, High Honor Roll 2011, 2012, 2013, 4 time History Prize Recipient

EXPERIENCE

2018-Present **SARA'S ORGANIC FOOD** Cairo , Egypt

Business Development Analyst (Jan – Dec 2018)

Chief Operating Officer (Jan 2019- present)

- Hired as consultant to re-design company's organizational structure for growth and expansion.
- Promoted to full time Chief Operating Officer within 1 year, managing all employees
- Reorganized supply chain, codifying policies related to pack-house and order fulfillments (from order to last mile) leading to 15% increase in gross margin and 70% reduction in overhead costs
- Established complete HR policy including job descriptions, salary scales, hiring/firing practices
- Responsible for hiring/re-positioning over 20 employees/ department/area heads across entire organization
- Developed finance management structure including budgeting, payroll, accounts payable/receivables
- Researched, negotiated and implemented Oracle ERP system to enable process efficiencies and growth.
- Initiated and developed network of partner farms to enable company growth, establishing on-boarding processes, quality standards and monitoring controls. (Farm network expanded from 3 to 12 over one year.)
- Renegotiated sales contracts with vendors and expanded our partnership/vendor network to every major int'l retail chains operating in Egypt. (Vendor partner network expanded from 2 – 10, with 2 being multinat'ls)
- Redesigned and shifted home delivery model for efficiency and scalability to be launched winter 2019

Sept- Dec 2017 **MA7ALI** Cairo, Egypt

Marketing & Business Development Executive

- Planned and executed marketing strategy which led to 30% increase in customer base
- Lead CRM efforts with existing clients
- Ran audit of all suppliers and producers in order to ensure compliance with company's standards.

Jun- Sept 2016 **NAVDANYA** New Delhi, India

Research & Marketing Intern

- Helped develop the first model for an organic canteen at AIMS, India's top public hospital
- Researched and authored report on India's new FDI and Intellectual property right policies
- Launched marketing and awareness campaign to boost sales at organization's organic outlets

Nov- Dec 2016 **SUN VALLEY GOLD** Ketchum, Idaho

Financial Analyst Intern

- Authored 30+ page report on the environmental and social impacts of mining projects for their SRI clients.
- Assisted traders and performed mean variance analysis on firm's stock portfolio

Jun- Aug 2014 **NIGHT OWL CAPITAL** Greenwich, Connecticut

Financial Analyst Intern

- Researched and made investment recommendations on medium and large cap companies owned by the fund
- Analyzed quarterly financial reports, sell side reports and quarterly investment calls
- Built financial model to examine Walgreen's acquisition of Alliance Boots

PERSONAL

- Bilingual in English & French, partial Arabic
- Special Interests: Economic development, Social anthropology, Philosophy, Tennis, Horseback Riding

FLORIN B. RADU

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

PRINCETON UNIVERSITY Princeton, NJ
Bachelor of Arts in Economics, Certificate in Finance 2016

- Played on varsity tennis team all four years, balancing 20-plus hours per week of training and competition with demanding academic schedule; elected Student-Athlete Wellness Leader, serving as point of support for teammates
- Earned ITA Scholar-Athlete status, awarded to varsity letter winners with strong academic standing

PROFESSIONAL EXPERIENCE

SONY MUSIC ENTERTAINMENT (SME) New York, NY
Senior Analyst, Digital Strategy & Investments July 2018 – June 2020

- Evaluated more than 15 potential investment opportunities, leading to $37M in deployed capital; secured $8M in incremental equity as part of content licensing negotiations with six music startups
- Identified opportunity to divest shareholdings in China's largest music platform and presented analysis to SME's CFO, receiving approval to initiate stock sale; realized $44M gain on investment, a return of more than 88%
- Led equity negotiations with Africa's leading streaming platform as part of content licensing deal; prepared valuation analysis demonstrating equity proposal was insufficient and secured additional 1.6% equity stake worth $3.2M
- Analyzed intrinsic value of external software provider and determined purchasing the company would prove more cost-effective than paying service fees for duration of contract; executed $3.8M acquisition of company
- Developed business plan for internally incubated virtual reality platform and helped pitch investment proposal to head of SME's digital business, resulting in $6.4M capital raised; company currently using funds to develop its product
- Modeled royalties owed to SME artists and presented findings to senior executives as part of arbitration proceedings with major satellite radio provider; analysis drove negotiation of more than $100M settlement from company
- Carried out due diligence and equity negotiation sessions directly with CEO and CTO of social media startup, securing 3% equity stake valued at $1.5M as part of content licensing agreement

CREDIT SUISSE New York, NY
Investment Banking Analyst, Technology, Media & Telecom July 2016 – June 2018

- Advised payment processor BluePay on its completed $760M sale to First Data; worked directly with CEO to develop marketing materials for buyer meetings and built operating model used by buyers to inform their bid decisions
- Conducted valuation analysis with synergy rationale for completed $510M sale of Paradigm, a subsurface imaging software provider, to Emerson; collaborated with senior management to address buyer diligence requests
- Assisted inmate telecommunications company Global Tel Link in raising $165M of debt; built dynamic cash flow model with various growth and sensitivity cases to analyze company's ability to service its loans
- Served on Analyst Committee, in charge of recruiting summer interns to group, preparing summer project for them to complete and monitoring their progress throughout the internship, as well as training group's incoming analysts
- Ranked as "Exceeding Expectations" in both first and second year, a distinction awarded to top analysts in the division

ATHLETIC ACHIEVEMENTS

Professional Tennis Player & Member: International Tennis Federation, Ontario Tennis Association 2006 – 2011

- Competed in tennis tournaments across more than 10 countries, reaching junior ranking of top 550 in world
- Spent 40-plus hours per week training and competing; won more than 20 tournaments, including provincial doubles title and gold medal at Ontario Summer Games; achieved junior rankings of top 20 in Canada and top five in Ontario

ADDITIONAL INFORMATION

- Personal mission to master the Romance languages: native Romanian, conversational Spanish, elementary French
- Big Brothers Big Sisters of New York: served as a Big Brother to high school senior; assisted with college applications and financial aid negotiations, resulting in admittance to six colleges and securing funds for majority of costs
- Passionate about electronic music production: self-taught fundamentals of music theory, composition, sound design and production software; released album on Spotify, Apple Music and SoundCloud with more than 25K plays
- Climbed several peaks of Carpathian (8.5K ft. elevation) and Sierra Nevada (11K ft. elevation) mountain ranges

Varsha Raghavan

vraghava@stanford.edu | (773) 450-0592 | www.linkedin.com/in/vraghavan1

EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate ***2022***
Student Association Chief Marketing Officer; Arts, Media, & Entertainment Club; Product Club; Venture Capital Club

Massachusetts Institute of Technology **Cambridge, MA**
Master of Engineering *in Electrical Engineering and Computer Science* ***2015***

Massachusetts Institute of Technology **Cambridge, MA**
Bachelor of Science *in Electrical Engineering and Computer Science, Minor: Music and Theater Arts* ***2014***
MIT Media Lab (Opera of the Future); Musical Theatre Guild; Global Poverty Initiative; VPPR, Panhellenic Association

WORK EXPERIENCE

Amazon Prime Air **Seattle, WA**
Technical Program Manager ***08/19 – 08/20***

- Owned schedule, prioritization, and communication of status for 3 products that enabled us to collect 5x as much data as last year, improving vehicle safety by 10x before launch to millions of customers.
- Developed daily and weekly status reports against milestones and success criteria that I defined based on stakeholder feedback. Acted as singular point of contact for program status, providing the right level of detail for everyone from engineering to senior leadership (70+ consumers).
- Oversaw 5-person engineer team: Assisted with technical decisions. Worked with engineers to develop task breakdowns and estimates. Ensured proper operating/maintenance documentation was created.
- Drove features to completion by leading daily standups. Mitigated risks and blockers that surfaced.

Software Development Engineer II ***05/18 – 08/19***

- Took over as software lead for an international drone program from conception through production.
- Collected requirements from 4 stakeholder groups, comprising over 50 technical personnel; created custom deployment process; managed releases; designed, implemented, and tested all changes.
- Operationalized program within 3 months, enabling 20,000+ datasets to be collected using my software.

Software Development Engineer I ***08/15 – 05/18***

- Implemented 30+ improvements surrounding nascent vehicle mission management system.
- Onboarded team of 10 research scientists onto large-scale algorithm evaluation program and organized several hundred of their datasets, allowing them to be more efficient in algorithm analysis.

MIT Systems Engineering Advancement Research Initiative **Cambridge, MA**
Graduate Research Assistant ***08/14 – 06/15***

- Created scalable web-based visualization tool to facilitate interactive tradespace exploration.
- Leveraged human and computer knowledge to large-scale decision making, considering impact of short- and long-run context changes on success of systems.

MIT D-Lab **Cambridge, MA**
Undergraduate Research Assistant ***06/13 – 08/14***

- Built a personal identification system based on hand vein biometrics for easier, cost-effective, and widespread use in developing countries to verify personal identity.
- Collected ~50 hand images with scanning devices built; Tested algorithms on images.
- Analyzed and coded algorithms using Gabor filters, machine learning, and feature recognition techniques in MATLAB to process and classify images of blood vessel patterns in hands, resulting in paper accepted to IEEE Global Humanitarian Technology Conference 2014.
- Documented and organized previously used biometric ID methods from over 100 past studies.

PERSONAL

Skills*:* *(Programming): Python, Bash/Shell, MATLAB, C++, HTML, CSS, JavaScript; (Tools): Docker, Git, Scrum/Agile, Mac and Linux OS, Microsoft Office, LaTeX; (Other): Certified Scrum Master, Patent Holder, Singer, Actor, Marathoner*
Languages*:* *English, Spanish (proficient), Tamil (familiar)*
Interests*:* *Music/Theatre, Wellness (Fitness, Mental Health), Emerging Technology, Education, Diversity, Travel*

REGINA RAMOS ARANDA
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EDUCATION

Instituto Tecnológico y de Estudios Superiores de Monterrey, Mexico City, Mexico **Jan/2011 – Jul/2015**
Bachelor's in Marketing and Communications; graduated with 4th highest class GPA (93/100)

The University of Melbourne, Melbourne, Australia **Jul/2013 – Dec/2013**
Semester Abroad

PROFESSIONAL EXPERIENCE

UBER, San Francisco, CA and Mexico City, Mexico **Apr/2017 – Jun/2020**

Global Sr Line of Business Performance Marketing Manager (Nov/19 – Jun/2020t); Regional Sr Performance Marketing Manager (Dec/18 – Nov/19); Regional Growth Marketing Manager (Apr/17 – Dec/18)

- Develop and implement global growth, investment and optimization strategies for rider products worth US$80M that focus on affordability and unlocking tech barriers such as low connectivity and smartphone penetration.
- Built team structure as part of global reorganization; defined Line of Business team responsibilities and processes of cross-collaboration with product and operation teams across all regions; defined low-cost and shared rides business goals for 2020.
- Led Uber Lite's go-to-market strategy & digital investment, targeting an untapped market of 165M riders with low connectivity. App became LatAm's top growth product, with a 10% lift in overall trips representing US$4M in additional revenues in 2018.
- Launched the Rider browser product so non-app users without access to smartphones can request an Uber. Expanded user base 5%, representing US$2M in additional revenues in 2017.
- Optimized onboarding process for drivers without a vehicle (70% of driver base) in Mexico and Brazil, increasing conversion to sign up by 32%; expanded solution to 7 more countries over 3 months, reducing marketing spend by US$9.2M in 2018.
- Localized and implemented incentives program to boost engagement on the Uber platform by increasing driver earnings, leading to a 15% rise in driver retention while generating US$6M in incremental revenues.
- Spearheaded program with SinTrata to increase the civic engagement of +500K drivers by identifying and reporting potential human trafficking in their cities. Increased Driver NPS by 6% (8.61) and increased survivor identification by 2x through the Civil Council; the program was later expanded to US & Canada and is now part of Uber's Global Woman Safety initiative.
- Won Uber's Woman Leadership Launchpad Award, given to 20 emerging female leaders in LatAm.

PayPal, San Jose, CA and Mexico City, Mexico **Sep/2014 – Apr/2017**

LatAm Optimization Manager, Online Marketing in Bay Area (Jan/16 – Apr/17); Marketing Analyst in Mexico City (Sep/14 – Jan/16)

- Led a team of four engineers to develop and implement strategies to personalize the onboarding experience of individual and small business users in LatAm, increasing acquisition rate by 45% YoY (US$3M).
- Established a strategic partnership with a consulting firm to revamp PayPal's small business web platform in Mexico and Brazil. Coordinated a redesign of the user experience to offer customized educational and support tools to potential and existing partners, increasing merchant activation rate by ~10% (9K additional merchants).
- Prepared and led a strategy workshop for regional Marketing, Sales and Operations leadership to identify key acquisition verticals with projected financial impact of US$1M. Implementing the resulting roadmap led to 80K new users.
- Implemented the Agile Methodology project management framework to revamp software development best practices; 80% YoY productivity increase, which enabled 16 additional acquisition initiatives representing US$500K in marketing revenues.
- Implemented content strategy & campaigns for Social Media & Email channels, generating 10% of Mexico's 2015 payment value.
- Built the first PayPal donations platform in LatAm, partnering with 40+ Mexican and international nonprofits to facilitate +US$300K in annual donations to support education, gender and health initiatives.

ADDITIONAL SKILLS/INTERESTS

- Languages**:** Spanish (native), English (fluent), French (intermediate), Portuguese (basic); Programming: SQL/PSQL
- Studied French at Stanstead College, Montreal, Canada (Aug/05 – Aug/06)
- Scrum Master Certification, Agile Project Management Methodology (PayPal, 2015)
- HBX Executive Certificate in Leadership and Strategy (Harvard Business School, in partnership with Uber; 2017)
- Corporate member of the Stanford VMware Women's Leadership Innovation Lab (Woman of Uber initiative)
- Extensive travel throughout North and South America, Asia, Africa and Europe
- Avid kite boarder (9 years) and advanced Iyengar yoga practitioner (12 years)

NEIL RANGWANI

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
M.B.A. Candidate 2020 - 2022
• Admissions Ambassador • India Club President • Product, Entrepreneurship, Tech, VC Clubs

PRINCETON UNIVERSITY Princeton, NJ
B.S.E. in Operations Research, summa cum laude • Minors in Computer Science and Finance 2012 - 2016
• Eric F. S. Pai '83 Prize (best thesis in finance) • Phi Beta Kappa (top 10% of class) • GPA: 3.9

EXPERIENCE

AMPLITUDE San Francisco, CA
Product Management Intern 2021
Digital optimization company enabling product teams to analyze user behavior and deliver custom experiences
- Led redevelopment of two user-facing features: search (11K MAUs) and team-based analytics repository
  - Planned and ran 15+ customer interviews, including presenting prototypes, to develop feature vision
  - Partnered with design and engineering to develop and implement new search feature in 2-week sprint
  - Identified and tracked metrics to measure feature success
- Completed teardown to identify product improvement opportunities; presented to product team leadership
- Hackathon: collaborated with cross-functional team of 5 to build customer tool to validate data integrity

FLATIRON HEALTH New York, NY
Manager, New Market Development (International Expansion) 2018 - 2020
$2B health-tech company generating real-world data from health records to accelerate cancer research
- **Team leadership:** Joined as 2nd member of international expansion team and secured $12M budget and CEO support for expansion into three international markets (Japan, Germany, and UK)
  - Interviewed 40+ candidates for engineering, legal, and partnerships roles in UK and Germany (made 8 hires)
- **Product management**: Developed and executed product vision for Flatiron data products in new markets
  - Interviewed 30+ customers to identify end-user priorities for (1) which markets Flatiron should enter and develop new data products in and (2) key features of those data products, including differences by country
  - Collaborated with cross-functional team of engineers, product managers, data scientists, legal counsel, and sales to develop product roadmap, considering regulation (GDPR), feasibility, and commercial value
  - Hackathon: recruited team of 7 (engineering, design, legal) and built machine learning data-redaction tool to comply with German privacy regulations restricting access to patient records
- **Strategy:** Led development of UK market entry strategy and co-led Germany and Japan market entry strategies
  - Projected P&Ls for UK, Germany, and Japan businesses and presented to C-suite for $12M budget approval
  - Presented international expansion strategy during company all-hands meeting (~1000 attendees)
  - Wrote, negotiated, and executed term sheet with top UK hospital (Flatiron's 1st international partner)
- **Recognition**: Nominated for Flatiron Values Prize for outstanding work aligned with company values

MCKINSEY & COMPANY New York, NY
Business Analyst 2016 - 2018
- Rated "Distinctive" (highest rating for consultants) in final performance review
- **Selected Engagements:**
  - **Product data analytics:** Built analytics tools in R language for fashion brand to rapidly test products in-store
    - Coached client data scientists on R programming and Alteryx data pipelines to own tools going forward
    - Received job offer from client to continue developing analytics tools for product demand forecasting
  - **Product mix and pricing strategy:** Developed growth strategy for top-10 exchange-traded fund (ETF) issuer
    - Interviewed customers to model industry growth by segment (geography, product type, asset class)
    - Highlighted client's underperforming product offerings in highest future-growth market segments, informing decision to acquire competitor with strengths in key segments for $5B

PERSONAL

- **Skills**: Proficient in Python, R, and product analytics (e.g., Amplitude); experienced in Java, C, and Matlab
- **Volunteering**: Coach for youth basketball league in New York City organized by Apex for Youth (2019 - 2020)
- **Interests**: Recording original hip-hop, playing and watching basketball, scuba, skiing, sci-fi books, gaming, dogs

MANSOOR ASLAM RATHORE
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EDUCATION

Stanford University **Stanford, CA**
Master of Business Administration (MBA) **Expected 2022**
MA International Education Policy Analysis **2020**
Knight-Hennessy Scholar

Lahore University of Management Sciences (LUMS) **Lahore, Pakistan** **2014**
Bachelor of Science (Honors) Economics and Political Science
National Management Foundation Gold Medalist (GPA: 3.95; top 1% amongst 650 students)

PROFESSIONAL EXPERIENCE

Millennium Challenge Corporation **June – Aug '21**
Finance, Investment & Trade
Stanford Seed Intern

- Supported the development of the Millennium Impact Infrastructure Accelerator (MIIA) that aims to generate a high-impact investment pipeline through early-stage project preparation and incubation support across the globe
- Developed solutions for climate catastrophe insurance for the Govt. of Timor-Leste as a blended finance tool aimed at making a proposed USD$250 million drainage infrastructure investment more viable
- Contributed to the design of an impact fund and technical assistance facility that supports the development of SMEs in the horticulture sector in Lesotho, by expanding SMEs' access to finance via village savings groups
- Supported the plan to disseminate climate-smart infrastructure technologies developed in the US to emerging markets

Delivery Associates Limited **Nov '17 – Jul '19**
Delivery Leader (Sept '18 – July '19)
Associate (Nov '17 – Aug '18)

Ministry of Education, Government of Saint Lucia *(Castries, Saint Lucia)*

- Implemented a program of 'Numeracy Hours' for ~50 secondary schools, where Coaches regularly supported Math teachers on pedagogical best practices, using lesson plans, practice material and online learning tools
- Designed a vouchers scheme for Early Childhood Education, targeting 700 children from the poorest families
- Executed plans to improve the quality of vocational education through partnerships with industry players and increase student enrolment through community engagement targeting parents, students, and the media

KSA National Literacy and Numeracy Strategy *(Riyadh, Kingdom of Saudi Arabia)*

- Designed national strategy and implementation plan to improve student learning outcomes in Math, English, and Arabic across ~12,000 primary schools in the Kingdom of Saudi Arabia

Punjab Secondary Health Roadmap *(Lahore, Pakistan)*

- Tracked medicine dispensation to patients and optimized the Department's supply chain processes, leading to an improvement in medicine dispensation scores to 84% in March '18, against a target of 80%
- Led interventions to improve public hospital cleanliness, achieving the target score of 80% for the first time
- Drove capacity building of the Health Department's Delivery Unit through structured trainings and coaching

McKinsey & Company **Jan '15 – Oct '17**
Business Analyst (Sep '16 – Oct '17)
Young Leaders Program Fellow (Jan '15 – Aug '16)

Banking/Consumer Retail *(Riyadh, Saudi Arabia; Karachi, Pakistan)*

- Drove retail bank diagnostic for top 3 bank in Saudi Arabia (assets > USD$55 bn) to boost branch-level operational efficiency through process optimization and improvements in customer journeys
- Identified new market opportunities and branch footprint to craft growth strategy for mid-sized Pakistani bank
- Designed processes for business planning & risk management, including department-level KPIs, for USD$2 bn conglomerate
- Developed branding strategy for an apparel retail client and set up their consumer analytics division

Punjab Education Sector Reforms Program *(Lahore, Pakistan)*

- Led the development of Grade 2 and 3 English textbooks for ~3 million children across Pakistan's Punjab province, managing a team of ~10 authors and illustrators, syndicating with senior bureaucrats
- Launched an education hotline for ~50,000 schools in Punjab, Pakistan and developed escalation mechanisms to help the provincial school education department address public complaints regarding education quality

ADDITIONAL INFORMATION

- Proficient in Microsoft Office (Excel, PowerPoint, Word), R-Studio
- Relevant courses: Online Marketplaces; Operations; Financial Accounting; Corporations, Finance, and Governance in the Global Economy; Corporate Financial Modeling; Optimization & Simulation Modeling; Data & Decisions

MARISA REDDY

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EDUCATION

UNIVERSITY OF VIRGINIA **Charlottesville, VA**
B.A. Computer Science, B.A. Economics *Graduated May 2016*
GPA: 3.79 • Jefferson Scholar • Lawn Resident

URSULINE ACADEMY **Cincinnati, OH**
Independent girls' Catholic high school, ACT Score: 36 *Graduated May 2012*

WORK EXPERIENCE

ALTAMONT CAPITAL PARNTERS **Palo Alto, CA**
Analyst *Aug. 2016 – July 2019*
Operations-focused generalist middle market private equity firm with approximately $2.5 billion in capital under management

- Member of ~30 person investment professional team; work on new transactions, performing financial modeling and due diligence, as well as actively supporting existing portfolio companies
- Reviewed 100+ potential transactions in wide variety of industries, with a focus on restaurants, business services, and healthcare

Select Transaction Experience:

- Drove the due diligence and deal execution for Mr. Bing LLC, a start-up fast casual Chinese concept in NYC; post-close, actively involved in set-up of financial reporting and budgeting, capital management, and growth strategy
- Contributed to financial modeling and diligence for two dividend recapitalizations ($200M+ total) for Tacala, the largest U.S. Taco Bell franchisee and Altamont's largest portfolio company
- Led financial modeling and data management for the sale of OMNIPLEX ($95M exit), a portfolio company exited in Aug. 2017 to a large strategic buyer; managed the buyer's diligence requests and built exit model and funds flow model

Select Portfolio Experience:

- Created detailed workforce optimization model for OMNIPLEX, a background check provider to the U.S. intelligence community, designed to optimize for profit margin while reducing background check backlog across numerous government programs; use of the model contributed to backlog reduction of ~50% in our last year of ownership
- Spearheaded restaurant operations work for Cotton Patch Café, a chain of 50 casual dining restaurants based in TX; refined their site selection and new restaurant development model, created operational dashboards to track key performance indicators for the management team, and led refinancing process to reduce debt servicing costs as restaurant worked to turnaround financial results

Makena Capital **Menlo Park, CA**
Investment Analyst Intern, Asset Management *May 2015 – Aug. 2015*
Asset management firm with $20 billion in capital under management

- Worked with the business development team to identify strategic opportunities to expand the firm's Japanese client base
- Worked with the macro strategy team to update their FX model to identify the most attractive currency hedges

Hacker School **New York City, NY**
Programmer *May 2014 – Sept. 2014*
Programming retreat in NYC, designed to provide motivated students an environment to rapidly expand programming abilities

- Selected to be one of 35 out of 400+ applicants based on demonstrated coding ability and past projects
- Self-taught basics of machine learning, signals processing and computer vision
- Collaborated with Columbia PhD student to create an image compression system based on

LEADERSHIP / COMMUNITY ACTIVITIES

Education Outside *Aug. 2017 – Feb. 2018*

- Utilized financial analysis skill set to contribute to budget process and develop operational dashboard for local non-profit

Hack.UVA (Hackathon Co-Founder and Organizer *September 2013 – Aug. 2016*

- Managed every aspect of publicity, fundraising, and planning to start the first hackathon at UVA, with over 300 participants p.a.

Teaching Assistant, UVA Computer Science Department *Aug. 2014 – May 2015*

Association of Computing Machinery *Aug. 2015 – May 2016*

- Elected to manage publicity and increase student engagement in the Department of Computer Science

AWARDS & HONORS

Jefferson Scholar (31 scholars selected from pool of over 4000 for full merit scholarship to UVA)
2016 Lawn Resident (selected to be on of 54 students out of the Fourth Year class to live in dorms originally architected by Thomas Jefferson, for contributions to the UVA community in the field of Computer Science)

INTERESTS

Future Studies, Meditation, Yoga (Heated Vinyasa), Tae Kwon Do (Black Belt), Hiking, Reading, Podcasts, Foreign Films

NEIL EVERETT RENS

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration *Expected July 2022*
- Knight Hennessy Scholar

Stanford University School of Medicine **Stanford, CA**
Doctor of Medicine *Expected July 2022*
- Teaching assistant for *Practice of Medicine* and *Surgical Skills*

Erasmus University Rotterdam **Rotterdam, The Netherlands**
Master of Health Economics, Policy, and Law *June 2017*
- Published first author paper assessing cost-effectiveness of personalized approach to TB treatment

The Johns Hopkins University **Baltimore, MD**
Bachelor of Science in Biomedical Engineering *May 2016*
- GPA 3.93 / 4.00

EXPERIENCE

American Medical Association and California Medical Association **Sacramento, CA and Chicago, IL**
Council on Medical Services, Council on Legislation, Delegate, Regional Vice Chair *Aug. 2017 – present*
- Wrote 5 policy resolutions impacting lobbying efforts on opioid safety and Medicaid profiteering
- Testified before California Senate Health Committee about vaccine safety and efficacy

VascTrac **Stanford, CA**
Team Lead *Mar. 2017 – present*
- Led analytics for project using smartphones to monitor patients with cardiovascular disease

Sharecare **Atlanta, GA**
Clinical Strategy/Digital Health Intern *May 2016 – Aug. 2016*
- Conducted due diligence for acquisition of a competitor with $300M in revenue
- Analyzed financial implications of ACA, uncovering market opportunities in the millions of dollars

MedHacks **Baltimore, MD**
Co-founder *Mar. 2015 – May 2016*
- Launched medical hackathon that draws 300+ hackers across more than five universities
- Raised $15,000 and cultivated critical partnerships with companies including athenahealth and Google

Involution Studios **Arlington, MA**
Healthcare Design Intern *June – Aug. 2015*
- Built interactive website to inform the public about the Patient Protection and Affordable Care Act
- Researched and forecasted the impact of digital technology on medicine over the next ten years

Aezon, LLC **Baltimore, MD**
Chief of Business Development and Integration Design *Dec. 2012 – Sept. 2017*
- Co-founded company to design a device that enables self-diagnosis of 15 distinct diseases
- Brokered partnerships and raised $100,000 through grants, crowdfunding, and competitions
- Selected as 1 of 7 finalist teams from 300 entrants for $10M Qualcomm Tricorder XPRIZE

ADDITIONAL

- Skills: R, MATLAB, Python, HTML, CSS, and JavaScript
- Hobbies: Arbor Free Clinic, cycling, running, The West Wing, playing piano, baking, and Planet Money
- Awards: Knight Hennessy Scholar, Fulbright Grantee, Rhodes Finalist, Gold Humanism, Eagle Scout

Paola Retes, CFA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS (Expected) June 2022
Master of Business Administration Candidate *Stanford, CA*

- Impact Fund Investor: joined Urban Development deal team after selective interview process; actively deal sourcing
- Advisor Network Manager for Galvanizer, a community-oriented incubator program supporting 40+ female founders

ST. MARY'S UNIVERSITY May 2015
Bachelor of Business Administration in Corporate Finance *San Antonio, TX*

- Summa Cum Laude, Presidential Award Recipient: university's highest honor for top 0.5% of community leaders in student body
- Full scholarship recipient of the Greehey Scholars Program, a merit-based award offered to only six students in the 2015 cohort

Experience

IRONSPRING VENTURES (SPIN OUT FROM HOLT VENTURES) June 2019 – Present
Venture Associate *Austin, TX*

- Led all aspects of the entity's formation and operations as Employee #1 in Ironspring's launch as a new industrial tech fund
- Built Ironspring's deal pipeline from the ground up, personally adding more 198 pre-qualified deal leads at the top of the funnel by driving north of 950 unique interactions with co-investors and startup CEOs; pushed 2% of deals through the full diligence process
- Served as sole associate in Ironspring's investments in Icon (3D Printed Houses), Fast Radius (Additive Manufacturing) and Mercado Labs (Supply Chain SaaS), leading all financial diligence and supporting all other aspects of deal execution
- Positioned Ironspring as a renowned sector-focused venture firm through the development of an all-encompassing branding strategy; created original content for monthly newsletter achieving 45% constant readership among industry executives
- Earned reputation as go-to construction-tech investor, participating in local and industry-focused speaking engagements, judging university pitch competitions, and serving as a mentor to several startups
- Invited by the United Nations and Honduras Digital Challenge to host webinar promoting entrepreneurship in Honduras

HOLT VENTURES October 2018 – June 2019
Venture Analyst / Promoted to Associate in January 2019 *San Antonio, TX*

- Led Holt's deal diligence and investment proposal for Augmentir, a digital workflow management tool for field operations; this is one of Holt's top-performing investments to date, having replaced most paper in the turbo-rebuild shop, achieving 90%+ adoption
- Revamped portfolio management process by streamlining return calculations and implementing interactive dashboards that allow key stakeholders to view performance in real time as opposed to quarterly
- Supported the launch of Ironspring, a new fund for major industrial corporations to invest and operationalize Built World innovation; advised on the fund's GTM strategy and executed to plan, resulting in commitment of $56M from 17 global Limited Partners

BECTON DICKINSON November 2017 – October 2018
Financial Analyst *San Antonio, TX*

- Managed $85M budget for all corporate Facilities & Procurement functions in North America
- Ran synergy realization project following the $24B acquisition of a med-tech company, driving savings of $5M+ across cost centers
- Optimized monthly performance reports creation process by implementing a new procedure that cut processing time from 15+ hrs. to 45 mins; this process has been adopted throughout the U.S., impacting thousands of FP&A employees

DELOITTE TRANSACTIONS AND BUSINESS ANALYTICS September 2015 – July 2016
Valuation Consultant *Dallas, TX*

- Served as staff leader for one of Dallas office's largest valuation project that year, a billion-dollar divestiture for a Fortune 50 tech-giant, owning all aspects of the financial model, working cross-functionally to delegate responsibilities among internal staff and team in India, and earning recognition through an Applause Award for outstanding contributions to my team
- Increased firm's billable work by >$0.5M by running key strategic acquisition projects and more than 15 valuation reviews
- Ranked by managers as a top performer of local team and in the top quartile for the national incoming class of Valuation Consultants

MATTERHORN CAPITAL MANAGEMENT (NOW PART OF AVALON ADVISORS) May 2014 – August 2015
Equity Research Analyst Intern *San Antonio, TX*

- Placed three stocks in concentrated value and growth portfolios, resulting in deployment of >$10M
- Automated quarterly return computation saving the firm millions in compliance related expenses by avoiding future mistakes
- Increased firm's marketability leveraging a new statistic to showcase the portfolios' positive active return percentages over time

Additional

Languages: Spanish and English (full professional proficiency), German and French (B2 level)

Certifications: Chartered Financial Analyst (CFA)

Citizenship and Visa Status: Honduran and German Citizen; U.S. Permanent Resident

GLEN M. RICHARDSON

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EDUCATION

Stanford Graduate School of Business, Stanford, CA — September 2020 – June 2022
Incoming MBA Candidate

University of Pennsylvania, **The Wharton School,** Philadelphia, PA — May 2016
Bachelor of Science in Economics | Concentration – Finance, Minor – Chinese Studies

- GPA: 3.71 / 4.00, *Magna Cum Laude*

PROFESSIONAL EXPERIENCE

The Carlyle Group, Washington, D.C. — July 2018 – Present
Private Equity Associate – U.S. Buyout, Industrials & Transportation

- Work with management teams and industry executives to manage portfolio of ~$7 billion in equity assets across 5 companies as a member of a 14-person investment team covering the industrial and transportation sectors
- Synthesize investment highlights, considerations, industry dynamics, financial performance, and return characteristics for potential investment opportunities that are presented to the investment committee

Selected Transaction Experience:

Atotech Limited

- Collaborate directly with the CEO, CFO, business unit heads, and finance organization to develop a framework to assess company performance relative to market growth and peers and assess the progress of cost saving initiatives of >$75 million
- Developed detailed exit model, drafted SEC documents, and helped create research analyst model in preparation for an IPO
- Assisted the Head of Treasury in executing a $200 million currency hedge to mitigate translational currency risk

~$15 Billion Carve-out of Capital Goods Original Equipment Manufacturer and Service Provider

- Evaluated and modeled the new installation and service business segments on a country-level by developing granular revenue and cost improvement opportunity forecasts, which were informed by interviews with customers, industry experts, and consultants
- Led consortium of investors and advisors in developing financial and commercial due diligence materials, topics, and questions

~$1 Billion Buyout of Founder-Owned Industrial Testing Provider

- Constructed dynamic model and forecast through quantitatively assessing investment merits and considerations
- Analyzed levers for additional value-creation, including robust acquisition strategy, recapitalizations, dividends, and back-leverage, to support the submission of a binding offer with a double-digit EBITDA valuation multiple

Lazard Frères & Co., New York, NY — June 2016 – June 2018
Investment Banking Analyst – Healthcare, Mergers & Acquisitions

- Advised healthcare companies on strategic mergers and acquisitions through the performance of detailed financial analysis

Selected Transaction Experience:

Johnson & Johnson's $30 Billion Acquisition of Actelion Pharmaceuticals

- Built discounted cash flow and accretion/dilution models to value each rare disease treatment in both the commercial and pipeline portfolios, which resulted in paying an 80%+ premium for Actelion, Johnson & Johnson's largest acquisition to date

Cardinal Health's Sale of its China Business to Shanghai Pharma for $1.2 Billion

- Managed U.S. and China corporate and banking teams to facilitate due diligence and the development of financial models

Teladoc's $352 Million Acquisition of Advance Medical

- Created fairness opinion materials used to advise the Board of Directors on acquisition valuation, as a part of a 4-person team

LEADERSHIP AND OTHER INVOLVEMENT

Sponsors for Educational Opportunity (SEO) — March 2015 – Present

- Mentored and coached more than 20 candidates and fellows of the SEO Alternative Investments Fellowship Program

Bread for the City — May 2019 – Present

- Develop programming as a part of a 8-person steering committee to lead group discussions with low-income men in Washington, D.C. on topics including health, finance, family, housing, and the impact of the rapid change in the local community

Black Wharton Undergraduate Association — September 2012 – May 2016

- Developed new initiatives, workshops, and events as Director of Professional Development to prepare more than 125 undergraduate students for interviews, internships, and career fairs

Wharton GUIDE — April 2013 – May 2016
Vice President: Led the day-to-day operations of a program that facilitated mentorships between Wharton Undergraduate and Wharton MBA students

- Implemented systems to increase participation by 175%, creating ~280 mentorship pairings; oversaw a budget of $6,000+

Affiliations: Toigo Foundation Fellow, SEO Alternative Investments Fellow, Capital Partners for Education
Interests: Chinese Language (Conversational), Half Marathons, Mentorship, Mixed Martial Arts

Dan Richey

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Education

Stanford Graduate School of Business & Graduate School of Education Stanford, CA
Master of Business Administration & Master of Arts in Education Joint Degree Candidate 2022
- Arbuckle Leadership Fellow

University of North Carolina at Chapel Hill – Kenan-Flagler Business School Chapel Hill, NC
B.S. with Highest Distinction in Business Administration and Political Science 2015
- GPA: 3.99; GMAT: 760; Phi Beta Kappa; recipient of Carolina Scholarship (full merit award)
- Co-Chairman of Great Decisions (300-member foreign policy lecture series)

Experience

Okayama Prefectural Government Okayama City, Japan *(Remote)*
Global Management Immersion Experience Intern 2021
- Identified strategies to attract foreign investment to Okayama; presented recommendations to prefectural Governor

Edstruments Redwood City, CA *(Remote)*
Pre-seed, mission-driven provider of budget software tools for K-12 school systems and non-profits
Business Development Intern 2021
- Developed corporate partnership strategy and prioritized potential partners; completed >20 introductory conversations
- Designed request for proposal (RFP) strategy and created response template from scratch; drafted 3 RFP responses totaling >$1mm in potential total contract value

Curriculum Associates North Billerica, MA
Mission-driven provider of instructional materials for K-8 reading and math; ~$300mm revenue
Special Projects Manager, Strategy 2020
- Led re-design and expansion of Inside Sales organization for SVP of Sales; expected to result in hire of ~20 new FTEs and generate ~$10mm of incremental revenue at highly attractive ROI
- Created HR dashboard for CHRO to track hiring and retention metrics by race / ethnicity and gender; highlighted under-representation of women and minorities in leadership and contributed to corporate efforts to grow diverse hires by 50%
- Developed scenario planning analysis for SVP of Service to evaluate alternative staffing and compensation models for part-time field service personnel; resulted in ~$3mm in annualized cost savings (~10% of total service costs)

Berkshire Partners Boston, MA
Senior Associate / Associate 2017-2019
- Conducted meaningful diligence on ~50 new deal opportunities; introduced 12 transactions to investment committee and brought 4 deals to final bid, including 2 completed investments (~$300mm in total invested capital)
- Received promotion to newly created Senior Associate position in July 2019, with direct oversight of Associates for 2 portfolio companies and 3 new investment diligences that approached final bid stage

Selected Transaction Experience:
- Curriculum Associates (portfolio company)
  - Led financial diligence for initial investment; coordinated closing; developed management incentive plan
  - Partnered with CFO to recast financials and create novel ROI framework used to inform investment decisions
  - Quarterbacked minority sale process: managed Berkshire Associate, supervised sell-side advisers, negotiated $230mm debt refinancing, and participated in final negotiations with purchaser on key economic terms
- Advanced Drainage Systems, manufacturer of plastic water management products (portfolio company)
  - Sole Associate on deal team for transformational $1.08bn add-on of Infiltrator Water Technologies
  - At management's request, conducted in-depth analysis of performance trends and built county-level market model to inform deal thesis and valuation
- Project Gladiator, acquisition of home repair services provider (final bid)
  - Performed key analyses on momentum and earnings sustainability that led to substantial reduction in final bid value
  - Supervised Associate that developed forecast model, as well as third-party financial, tax, and operations advisors

Credit Suisse New York, NY
Investment Banking Analyst, Industrials 2015-2017
- Completed financial analyses and drafted deal documents as sole or lead Analyst for >20 transactions
- Rated in top 10% of 120-person Analyst class; positioned to earn direct promotion to Associate after 24 months

Additional

- Volunteer work with Boston-area non-profits United Way and Access to Better Learning and Education (ABLE) to promote equity in K-12 education
- Interests include global politics, exploring new restaurants, skiing, golf, UNC basketball, and Kansas City Royals baseball

Daniela (Dany) Rifkin
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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
Activities: GSB Show writer; Arts, Media, Entertainment Club; Future of Cities Club

UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Science in Systems Engineering (GPA 3.65/4.00) Dec. 2015
Bachelor of Science in Systems Science & Engineering (GPA 3.40/4.00, cum laude) May 2015

Experience

DELOITTE CONSULTING, LLP New York, NY
Senior Consultant; promoted from Consultant (early), Business Analyst, Summer Scholar 2015-2020

- *Future of Work Strategy (Media & Tech focus)*
  - Led first-ever digital culture transformation for a major digital news media organization and customer-centric culture transformation for a global technology company
  - Advised on functional Future of Work considerations and piloted expert crowdsourcing approaches for a major digital platform's organization-wide role redesign
  - Sold and led $1.3M Future of Legal transformation for a global technology company, including piloting analytical approaches to operating model redesign and skill benchmarking
  - Designed customer-centric operating model and L1/L2 organization for a global semiconductor company, including two net-new strategic C-suite roles
  - Led or supported over 100 pursuits around the Future of Work, primarily for tech and media clients
- *Mergers & Acquisitions (Media & Tech focus)*
  - Drove design, selection, and workforce transition for a $2.8B global publishing acquisition, resulting in nearly $300M in headcount synergies and the identification of D&I concerns
  - Piloted distributed, analytical approach to organization design that led to the identification of nearly $50M in headcount synergies for a $2.6B strategic media acquisition
  - Identified key similarities and differences between legacy company cultures post-$1.6B asset swap through a global culture survey (16 languages), focus groups, and executive interviews
- *Firm Development*
  - Built and led the Workforce Transformation Analytics Hub, a team of 30+ practitioners focused on building and deploying a labor data lake to enhance delivery of Human Capital engagements; in first year deployed on over 100 engagements and enabled over $15M in revenue
  - Kicked off crowdsourcing initiative to engage more than 50 clients across tech and media in a conversation around the future of virtual and/or hybrid workforces and customer engagement
  - Developed point of view on workforce scenario modeling in the immediate response to COVID-19
  - Grew and ran NE Human Capital Technology, Media, and Telecom (TMT) community (>30), NE Human Capital M&A community (>100), and NE Human Capital Analyst community (>80)

IMAGINE EASY SOLUTIONS, LLC New York, NY
Business Development Intern 2013-2014

Additional

- Languages: English (fluent), Spanish (intermediate), Portuguese (intermediate)
- Software: Python (basic); SQL (basic); Excel (advanced); very comfortable driving analytical teams
- Interests: Comedy (UCB grad), guitar, ultimate, future of media, arts criticism, D&I, and eating pho in the rain
- References: Robin Jones (robijones@deloitte.com), Dana Swanson Switzer (dswansonswitzer@deloitte.com)

DYLAN B. ROBBINS

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EDUCATION

Stanford Graduate School of Business Expected Graduation June 2021

Duke University, *Trinity College of Arts & Sciences,* Durham, NC May 2015

- **Major:** Bachelor of Science in Economics **Certificate:** Markets and Management Studies. **Cum. GPA:** 3.4/4.0

WORK EXPERIENCE

The Wine Cru, New York, NY, *Co-Founder & CEO* November 2018-Present

- Co-founded a wine education platform and consulting company, where we seek to *make wine easy*
- Produce approachable content through Instagram, a website, and a podcast on a variety of topics, including wine reviews, regional/grape deep dives, wine bar recommendations, and sommelier interviews
- Building wine wedding registry platform to cater to changing wedding registry landscape
- Perform a range of wine consulting services including cellar management and curation to wine selection for weddings, corporate events, and other occasions
- Instagram: @the_wine_cru | Website: https://yourwinecru.com

AQR Capital Management, Greenwich, CT, *Analyst, Business Development & Strategy* April 2017-April 2019

- Assisted in both fundraising and new strategy development for $230bn quantitative hedge fund and performed detailed analysis on existing client mandates focusing on portfolio construction and asset allocation
- Business Development liaison for AQR Cryptocurrency Task Force to help educate clients and prospects on the growing Digital Asset market and represented the firm at many industry-specific conferences
- Responsible for all client marketing materials and quantitative analysis for fundraising within the Southeast region and education within the Cryptocurrency space

Goldman Sachs/Leveraged Finance Group, New York, NY, *Analyst* July 2015-March 2017

- Worked as a member of the Leveraged Finance Healthcare Group structuring transactions and providing debt financing for a variety of large clients (i.e., lead Analyst on both ~$7bn Change Healthcare merger & ~$3bn refinancing of entire Acelity capital structure)
- Transaction experience includes leveraged buyouts, strategic mergers & acquisitions, and refinancings for both private and public companies
- Responsible for financial analyses including transaction modeling, rating agency materials, internal credit review memoranda and client presentations

Development of iOS Applications, *Founder and Chief Executive Officer* 2012-2015

- Conceptualized, designed, and beta launched three iPhone applications and led team in customer acquisition and marketing efforts

Credit Suisse/Leveraged Finance Group, New York, NY, *Summer Analyst* Summer 2014

- Created financial models to analyze transactions across a variety of industries and participated as a member of the deal team on numerous active debt financings

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

ASPIRE (After School Programs Involving Recreational Enrichment) 2012-2015

- Executive Committee member directing program focused on helping underprivileged youth in the Durham community grow and mature through after school activities

Competitive Golf 2009-2018

- GHIN Handicap Index +1.0; Club Champion, Atlantic Golf Club; Captain, Brunswick Varsity Golf Team; Member, Duke Club Golf Team

Alpha Tau Omega Fraternity, *Recruitment Chair* 2012-2015

- Allocated $20,000 budget to organize and promote events for over 400 incoming freshmen

SKILLS & INTERESTS

Licenses: Series 7, 79, 63 & 3 Certified

Interests: Competitive Darts, Golf, Poker, Wine, Cryptocurrencies, Music Production

Davon B. Robertson

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EDUCATION

Stanford University **Stanford, CA**
MBA Candidate **September 2020 – May 2022**

Harvard University **Cambridge, MA**
A.B., Economics **August 2013 – May 2017**
Harvard Varsity Football, Defensive End, 2013 – 2016
● 3-time Ivy League Champion (2013 – 2015), "Summer Dawg" Conditioning Champion (2015)
Drug and Alcohol Peer Advising Group (DAPA), 2013 – 2017

PROFESSIONAL EXPERIENCE

Sprint Corporation **Overland Park, KS**
Corporate Development Manager **February 2020 – Present**
● Structure and evaluate Sprint opportunities for acquisitions, divestitures, investments, joint ventures and partnerships
● Provided insurance if T-Mobile merger was blocked by driving "Plan B" strategy with top three strategy consulting firm, identifying $250M+ of assets, such as real estate and unprofitable markets, to monetize for core business use

Corporate Development Analyst **August 2018 – January 2020**
● Decreased roaming costs by $54M over 3 years by negotiating with an affiliate company to and through arbitration, utilizing publicly available financial statements to prove Sprint's relatively high data cost compared to the affiliate's
● Contributed to saving $38M by presenting an analysis on subscriber roaming and spectrum devaluation to the CEO and CFO of Sprint, helping negotiate down the buy-out price from $70M to $32M in a cash constrained joint venture
● Negotiated management and capital structure of two joint ventures, ZenKey and the Cross-Carrier Messaging Initiative, with directors from T-Mobile, Verizon, and AT&T, resulting in a capital contribution of over $50M

Corporate Strategy Analyst **November 2017 – August 2018**
● Analyzed data and business models to establish Sprint's long-term strategy in the technology, media, and telecom sector
● Identified $400M of potential revenue and 70M households to launch Sprint's fixed wireless product by leading a market-sizing analysis with support from the network and mapping teams, assessing bandwidth and penetration rates
● Assisted in reducing $100M+ of potential costs by coordinating meetings for 20+ executives of Sprint and Softbank between Kansas and Tokyo, leading to the sharing of best practices and synergies between the two companies

New York Jets, LLC **Florham Park, NY**
Digital Media Strategy Intern **June 2016 – August 2016**
● Established Jets' digital and social media strategy (articles, photos, videos) to increase traffic and advertisement revenue
● Produced a situational analysis, regarding other NFL teams' digital media strategy, and presented it to Jets' President Neil Glat, highlighting best practices by other teams that were incorporated into the new digital strategy

LEADERSHIP, AWARDS, & INTERESTS

Robert Toigo Foundation, Toigo Fellow **June 2020 – Present**
Management Leadership for Tomorrow (MLT), MBA Prep Fellow **March 2019 – Present**
Big Brothers Big Sisters of Kansas City, Mentor **January 2018 – Present**
Diamond Network ERG, Operations Officer **June 2018 – Present**
● Managed $4K+ budget to organize community events, resulting in 8.3% (117) increase in '19 YOY membership
● Moderated a Q&A reception for 70 employees with Negro League Baseball Museum (NLBM) President Bob Kendrick and negotiated half-price museum tickets for Sprint employees during Black History Month by initiating partnership
Fenway Park Bud Light Idea Hack, Champion **September 2016**
● Won Super Bowl LI tickets by pitching a sports geo-enabled app that provides abilities to order beer in mass and communicate with friends at stadiums and bars to Anheuser-Busch management, boosting revenue and fan engagement

Interests and Hobbies: Pick-up Basketball/Football, Weightlifting, Bird Watching

Mason Darryl Gunter

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EDUCATION

Stanford University Graduate School of Business **Stanford, CA**
Master of Business Administration & MS in Environment & Resources Candidate **2022**
Leadership & Activities: Black Business Student Association, Energy Club, Future of Cities Club, Social Innovation Club
Relevant Coursework: Infrastructure Project Delivery, Life Cycle Assessment, Data and Decisions, Clean Renewable Energy

Georgetown University **Washington, DC**
Bachelor of Science, Healthcare Management: Systems Administration **2015**

PROFESSIONAL EXPERIENCE

Google, Responsible Innovation **Mountain View, CA**
Graduate AI Principles Ethics Fellow **2019 – Present**

- Responsible for reviewing and approving 150+ AI/ML-based product teams' business partnerships, development roadmaps, and launch strategies
- Expand Google's AI Principles, specifically on surveillance and privacy, to reflect efforts within global industries and governments and to guide Alphabet's business partnerships, product developments, and future acquisitions

Associate, Corporate Development

- Manage special projects assigned by Alphabet's CEO and Board and assist deep tech incubator teams, focused on areas such as robotics and protein folding, with business deals, customer applications, strategic partnerships, and executive hiring
- Identify and research sustainability opportunities for Google's satellite imagery and geospatial capabilities, resulting in the formation of three product and services teams
- Conduct financial analyses and market research, develop investment strategies for M&A opportunities totaling $1+ billion, and present recommendations to Alphabet's CFO, Google's SVPs, DeepMind's COO, and Google.org's VP

Deloitte Consulting **Washington, DC**
Strategy & Analytics Consultant for Emerging Technologies **2015 – 2019**

- Developed an analytical dashboard that assessed the Internet of Things (IoT) and commercial drone industry to help form Deloitte's Drone Public Sector offering
- Self-taught coding languages to develop and launch databases and analytical dashboards, visualizing over 500M unique customer interactions and identifying innovation gaps informing mergers and acquisitions opportunities
- Managed AI-focused teams as an inaugural participant within the Google Cloud Partnership for public sector clients

Public-Private Partnership Innovation Lead

- Advised the city of San Francisco, AI-focused startups, and 10 education and life science non-profits on public-private partnership opportunities that would use emerging technologies to increase the number of youth served by community interventions and decrease business costs

Future of Work and Cities in Emerging Markets Lead

- Mentored and guided 4 summer interns during an emerging market engagement with an indigenous-ran venture in Guatemala to develop a low-cost workforce development digital tool
- Led a Deloitte team of eight and advised an India-based Smart Water startup on designing, developing, and implementing technology strategies for IoT, DevOps, and on consumer mobile app adoption

LEADERSHIP, SKILLS & INTERESTS

Cesar Chavez Public Charter Schools, Board Member (2016 - Present): Launched the revamp of our public policy curriculum and professional development fellowship, including partnerships with current policymakers and agencies
Skills: Programming (TensorFlow, Python, VBA, R, and SQL); Data Analysis & Visualization (MS Suite and Tableau); Basic Spanish, Life Cycle Assessment (SimaPro)
Interests: Martial Arts; Global Cuisine; African Art; Gardening; Urban Planning; Future of Cities; Photography

EMILY ROGERS

emrogers@stanford.edu • (301) 512-0998 • LinkedIn

EDUCATION

Stanford University, Stanford CA 2022
Master of Business Administration
Master of Science, Environment & Resources (E-IPER dual degree program): Land Use track

Dartmouth College, Hanover NH 2017
Bachelor of Arts, Cum Laude (GPA: 3.7), *High Honors in Engineering Sciences*
Bachelor of Engineering, Environmental Concentration (courses completed Nov. 2017, degree conferred Mar. 2018)
Dartmouth Program at Universidad Torcuato di Tella, Buenos Aires

EXPERIENCE

Pano AI, San Francisco, CA
Business Development Manager (MBA Intern) June 2021 – August 2021
Pano analyzes feeds from proprietary cameras & geospatial satellites to identify the first signs of a wildfire

- Created 2022 sales strategy and revenue model, including types of customers to pursue, specific accounts to prioritize, necessary software capability development, deployment target numbers, and sales strategy by customer type
- Supported 2021 fire season pilots, co-leading sales calls, weekly meetings, and trainings with 4 major pilot participants (PG&E, PGE, Aspen Fire Dept., South Lake County Fire Dept.) and 10+ prospective customers
- Led initiatives across the organization, including development of Pano's social media strategy, recruitment support for a new position, research & prioritization of target investors for a Series A, and management of company website updates

Rocky Mountain Institute, Boulder, CO
Mobility Team Secondee July 2019 – March 2020

- Researched and co-authored a report that identifies soft costs as primary cost driver of EV charging infrastructure projects
- Led financial analysis and stakeholder engagement to support electric bus deployments in Bermuda (30+ new buses)
- Identified strategies for RMI to hit 2030 emissions target; recommended shift from vehicle-only solutions to system-level projects; presented relevant data alongside RMI CEO at workshop for 50 electric vehicle industry leaders and stakeholders

Boston Consulting Group, Boston, MA
Consultant (4/20-7/20), Associate (1/18-4/20), Summer Associate (6/16-8/16) January 2018 – July 2020, Summer 2016

- *Strategic business planning:* Shaped a $30B electric vehicle strategy for leading electronics manufacturer; wrote 10-year business plan for a government organization; informed a renewable energy growth strategy for a utility (focus on DER opportunities); designed a best-in-class business development process for an aerospace company
- *Collaboration with senior leadership:* Worked with and presented to senior clients, including organization CFOs (>$70B in revenue), business unit CEOs (>$6B in revenue), and Senate-approved board members
- *Data analytics:* Analyzed and presented large datasets in Excel, Alteryx and Tableau to identify and communicate nationwide employment trends, renewable energy project dispersion, and financial strategy impacts
- *In-office contributions:* Co-founder of Engineers@BCG (community for BCGers interested in engineering); Dartmouth recruiting specialist; member of the Mental Health Initiative; member of Women@BCG; mentor for new associates

Dartmouth Tucker Foundation Grant, Washington, D.C. Summer 2014
Worked on sustainability initiatives in low-income neighborhoods with three organizations

ACADEMIC AWARDS & HONORS

The Special Faculty Award for Engineering and Service to Humanity 2017
Recognizes exemplary achievement related to the application of engineering in service to society (developed program to increase female interest in and access to STEM education)

High Honors in Engineering Sciences: Thesis "Modeling Lemur Populations with the Species-Area Relationship and the Inverse of the Fibonacci Sequence" 2017

Phillip R. Jackson Prize for Outstanding Performance in Engineering Design Course 2015
Resulted in provisional patent for device that ices injuries within hard casts

SERVICE

- Stanford GSB Student Association co-president
- Stanford GSB Business & Environment club co-president
- Stanford MBA Admissions Ambassador
- Engineers@BCG co-founder
- Dartmouth alumni interviewer
- Society of Women Engineers President (Dartmouth chapter, 2015-2017)
- Creator of sySTEMic science program for middle school girls
- Dartmouth Women in Science Program mentor & researcher
- Vice President of Alpha Xi Delta sorority (Dartmouth, 2016-17)

Nicole Rojas

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EDUCATION

Stanford Graduate School of Business September 2020 – Present
Masters of Business Administration Candidate Stanford, CA

University of Michigan September 2012 – May 2016
B.S. in Chemical Engineering, International Minor Ann Arbor, MI

- **GPA**: 3.82/4.00 | **GMAT**: 710 | **Honors**: Summa Cum Laude, Shipman Society Scholar (top ~40 students admitted, with 6 selected to represent College of Engineering), Engineering Global Leadership Honors Program Admit, Dean's List (6 semesters)
- **Leadership & Activities**: Vice President & Recruitment Chair – Society of Hispanic Professional Engineers, Lead mentor – Diversity Mentoring Program with Center for Engineering Diversity & Outreach (CEDO), Site lead for India service trip - Engineering Global Leadership Society, Semester study abroad program at Universidad del País Vasco in Bilbao, Spain

PROFESSIONAL EXPERIENCE

Boston Consulting Group (BCG) August 2016 – August 2020
Consultant (promoted from Associate in 2018) Chicago, IL
Select experience:

- **Enabled successful acquisition of $700M+ target in due diligence for leading food manufacturer**. Performed 20+ interviews with industry executives and market research to determine market attractiveness and built financial projections and synergies model to assess target attractiveness for buyer.
- **Created 5-year implementation and financial plan that could drive $300M in EBIT improvement** in growth strategy for home construction company. Built a financial model for client to develop internal capabilities in home manufacturing, prioritize 5 sites to build manufacturing plants, detail investments required, and outline type and size of each plant.
- **Worked directly with CEO and executive committee to roll out "BCG Purpose" initiative across 90 global offices**. Created the first international awards program, worked with designers and IT to launch minimum viable product of governance platform, led launch day trainings for all office heads (managing directors & partners), and designed full execution plan for launch.
- **Drove 10%+ improvement in sales with assortment management project for food and beverage company**. Analyzed financial performance for 50+ SKUs, managed financial model, and worked with category leadership to develop optimal shelf assortment and prepare for negotiations with top 10 national supermarket chains.
- **Developed 10-year growth strategy for business unit to reach $1B sales for industrial conglomerate.** Recommended target areas to accelerate additive manufacturing adoption to business unit CEO by creating and analyzing 7-country market assessment.
- **Led regional BCG diversity recruitment and engagement programs.** 2018 Coordinator for ~150-person Women @ BCG Regional Conference managing $70K budget and logistics; Black+Latin@BCG regional recruiting mentor for job applicants.

Endeavor – Georesearch (on leave of absence from BCG) December 2018 – August 2019
Chief of Staff to Chief Commercial Officer Santiago, Chile

- **Developed strategic plan for company expansion to Mexico that led to 3.5x increase in sales from ~25% to over 80% of target.** Defined and sized market, prioritized 5 key industries, identified 3 strategic customer groups and defined pricing strategy across 7 product lines. Plan approved by board of directors.
- **Led sales force effectiveness effort for sales teams across 5 countries that enabled overall company sales to grow from ~85% to over 100% of target**. Developed sales pitch and positioning strategy, established performance metrics, implemented a CRM system, and designed a customer targeting strategy.
- **Launched a process improvement plan with COO to improve product quality and customer retention**. Led workshops across a 40-person cross-functional team, created and prioritized list of 10 initiatives, re-designed and rolled out project management tool, started customer service function, developed a 6-month implementation plan, set owners and established KPIs.

COMMUNITY SERVICE & LEADERSHIP

Delta Institute December 2018 – Present
Associate Board Member, Development Committee Liaison Chicago, IL

- **Directed $30K fundraising campaign that raised ~3x more than any previous year for BOOST,** a live, crowdfunded pitch fest in support of sustainability start-ups.
- **Led $10K fundraising campaign by implementing organization's first social media fundraising strategy** for Giving Tuesday. Stood up sub-committee to plan, create content, track posts and gather learnings for subsequent campaigns.

ADDITIONAL

- Languages: Spanish (fluent), currently learning Portuguese
- Interests: Salsa dancing, piano, multi-day hiking trips, skiing

Ricardo Rosales

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS *Stanford, CA*
Master of Business Administration Candidate **2020 - 2022**
- InSite Fellow, LunaCap Fellow, Hispanic Scholarship Fund Fellow, Toigo MBA Affiliate
- Stanford Blockchain Club President, Hispanic Business Student Association President

UNIVERSITY OF TEXAS AT SAN ANTONIO *San Antonio, TX*
Bachelor of Science in Mathematics with Honors **2013 - 2016**
- Sergio Silva Outperform Scholar and Undergraduate Research Scholar
- *Principal Investigator*: Conducted research on hyperparameter optimization for machine learning algorithms

Professional Experience

CANVAS VENTURES, FINTECH COLLECTIVE *Stanford, CA*
Early-stage Generalist and FinTech Venture Capital firms based in California and New York with $1B+ AUM.
Investor Internship **2021 – Present**
- Conduct due diligence on early-stage AI/ML, Data, FinTech, and Crypto investment opportunities
- Advise portfolio companies on product strategy, data strategy, fundraising, GTM strategy, talent, and M&A
- Source investment opportunities leveraging Stanford, Crypto, Wall Street, Cloud-Native, AI/ML, and VC networks

UPBOUND *Seattle, WA*
GV-backed startup developing a SaaS offering for enterprise platform builders with 21 employees.
Product & Strategy Intern **2020 – 2021**
- Advised CEO on initiatives including marketing tech implementation, product market fit, and organizational structure
- Informed key company decisions by building out product operations and developing company analytics dashboards
- Revamped go to market strategy and led customer discovery efforts leading up to the public beta launch

MARSHALL WACE ASSET MANAGEMENT *New York, NY*
Global hedge fund manager with 250 employees, $45B in AUM and $1.1B-$1.3B in annual revenue.
Head of Americas Trading **2019 – 2020**
- Led firm to derivatives market leadership with over $2B AUM by spearheading technology and relationship upgrades
- Assisted launch of $500MM Emerging Markets fund by spearheading ramp up in Latin America trading capabilities
- Deal captain on 50+ IPOs and secondary placements achieving 100% increase in revenue of capital markets strategy

Head of Systematic Trading **2018 – 2019**
- 10x increase of regional broker TAM by re-designing industry infrastructure in partnership with FinTech startups
- 90% reduction in time to production by re-engineering research pipeline for global trading analytics platform
- 25% increase in trading venues by sourcing partnerships with capital markets tech startups and bank trading desks

GOLDMAN SACHS *New York, NY*
Quantitative Trading Analyst/Associate **2016 – 2018**
- Brought on to implement technology built as founder of Sayv, re-engineering the team's research stack
- Conducted R&D for high-frequency equity trading system, designed and built data pipeline processing 2TB/day
- Launched 3 new strategies leading to 25% increase in PnL by leading a group of 3 researchers and developers

Entrepreneurship

ADMIT GURU *Stanford, CA*
EdTech start-up, recipient of First Act Fund grant, leveraging AI to automate admissions consulting.
Co-Founder & CTO **2020 - 2021**
- Led product development for first proof of concept application and managed day to day operations
- Achieved pre-seed grant to fund operations by collaborating with co-founder to produce powerful pitch-deck

SAYV LLC. *San Antonio, TX*
FinTech start-up using quantitative techniques to trade equities and equity derivatives. 2 co-founders and 2 additional partners.
Co-Founder **2014 – 2016**
- Built scalable investment system from scratch with goal of democratizing quant investing for retail investors
- Secured $100k in external funding and obtained 20% return in only 9 months

Community Service

Stanford Venture Studios: Advise student and alum companies on data strategy and fund raising
Stanford Blockchain Club: Governance delegate for VC firms; advise crypto startups; organized crypto accelerator
InSite Fellows: Advise seed stage AI company on corporate and product strategy
All Stars Project: Career mentor for low-income students; Led fundraising campaign raising $100k+
Investment Society at UTSA: Coach students to placement on Wall Street; Led microloan program for Costa Rica

Additional Information

Technology: Python, Analytics, ML, AI, Kubernetes, Dev Ops, Crypto, DeFi, Automated Market Making, FinTech
Other Interests: Fully automated personal finances, built Ethereum mining rig in 2015, and big fan of Isaac Asimov

THOMAS ROSENKRANZ

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate **2020 - 2022**

YALE UNIVERSITY **New Haven, CT**
Bachelor of Arts in History, *cum laude* (GPA: 3.88) **2013 - 2017**

- **Leadership:** Elected Class President three of four years; designated class speaker at Commencement
- **Awards:** Nominated for History Thesis Prize; granted Distinction in History Major for academic performance

PROFESSIONAL EXPERIENCE

LENDINGCLUB (*FinTech Loan Marketplace)* **San Francisco, CA**
Product Manager, Personal Loans **2018 - 2020**

- Managed the main Personal Loans product's online application experience, conducting website optimization efforts affecting over 10mm applications and $10B in loan origination volume annually
- Designed executive-facing product roadmap for agile scrum team of seven software engineers and maintained sprint backlog; implemented cross-functional business team program management structure
- Directed product discovery, experimentation, and business analysis for testing programs including login experience optimization, joint loan integration into new user channel, and reorienting credit verification logic, forecasted to contribute ~ $300mm in incremental annual issuance and advance user learnings

Product Manager, Patient Finance

- Co-owned product roadmap for team of fifteen engineers in LendingClub's elective medical procedure financing division
- Led over half of the business unit's key product initiatives from planning to development, launch, and post-launch support; projects included integrating a new search engine and corresponding designs, implementing compliance onboarding logic for medical providers

Rotational Program Business Analyst **2017 - 2018**

Corporate Strategy:

- Conducted competitive analysis of two entrants in the personal loan market; presented findings directly to the COO and shared research with C-suite executives and the Board of Directors; referenced in company-wide presentations
- Supported executive team evaluating the viability of obtaining bank charter by developing financial model of a new charter acquisition
- Prepared materials for LendingClub's public Investor Day presentation by crafting messaging and creating final slide deck

Business Operations:

- Analyzed the value of LendingClub's credit decline population to determine the addressable market for partnership offer programs
- Managed project team for a new outbound sales marketing campaign; created test tracking mechanisms used by operations agents
- Developed strategy framework to evaluate alternate data sources for underwriting used by the Credit team in sourcing efforts

SILVER LAKE PARTNERS (*Private Equity Firm*) **Menlo Park, CA**
Summer Investment Analyst **2017**

- Analyzed leveraged buyout opportunity by developing detailed model of publicly traded corporate spinoff with pro-forma financials, an operating model, sensitivity analyses, and public comparables; presented to senior management

83North (*Venture Capital Firm - Formerly Greylock Partners Israel*) **Herzliya, Israel**
Summer Investment Analyst **2015**

- As an analyst through a business fellowship, researched trends in the hybrid cloud market for a general partner's internal publications and worked at ride-sharing portfolio company Via on operational expansion, identifying international growth opportunities

Additional

EVERY VOTE COUNTS (*Political non-profit)*, Board Member and Co-Founder **2017-Present**

- Created first chapter at Yale (now expanded to 49 universities); steering the organization's strategy; assisting with Op-ed publication (contributed to articles in Newsday, Morning Consult, Yale Daily News; organization covered in The Wall Street Journal, The Hill)

YALE UNIVERSITY, Alumni Association Class Secretary **2013-Present**

- Class representative for five-year term; attending annual alumni assembly as a delegate (served as ex-officio member of the Alumni Association Board of Governors in 2017), writing class notes in Yale publication, and overseeing local alumni events

ARIADNE OLIVIA ROSENTHAL

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
Knight Hennessy Scholar

STANFORD LAW SCHOOL Stanford, CA
Juris Doctor Candidate 2022

- Legal Design Lab Fellow, President of Community Health Alliance Project Pro Bono, Recipient of Stanford Veteran's Law Project Fellowship

YALE UNIVERSITY New Haven, CT
Bachelor of Arts, History 2015

- Summa Cum Laude, Phi Beta Kappa, Distinction in History, John Addison Porter American History Prize, Lily Rosen Prize in Women's Health, Theron Rockwell Field Prize
- Executive Editor of *The Yale Herald*, Senior Finance Officer of Elmseed Enterprise Fund

Experience

Office of the California Surgeon General
Dr. Burke Harris is California's first Surgeon General, appointed by Governor Newsom, and focuses on early childhood adversity, toxic stress, and health equity Sacromento, CA
Summer Intern Summer 2020

- Conducted interviews with leading health equity experts
- Created a list of comprehensive anti-racism actions for the office to take
- Wrote a brief detailing health equity actions for Dr. Burke Harris to advocate the Governor to take

Central Virginia Legal Aid Society Richmond, Virginia
Eviction Proceedings Intern Summer 2019

- Wrote a report on the state of eviction in the city and suggested program proposals
- Hosted a roundtable with Mayor Levar Stoney to discuss how program proposals could be implemented, which prompted the creation of an eviction task force for the city

Dr. Rebecca Gomperts and Women on Web
Women on Web is a non-profit relying on legal loopholes through which to provide contraception and abortion access to women across the globe Amsterdam, Netherlands
Strategy Intern Winter 2018-Summer 2019

- Created a website to help women answer questions about abortion care and contraceptive access in the United States and counseled individual women navigating the legal landscape of reproductive care

New York State Attorney General New York, New York
Program Coordinator Fall 2017

- Worked with special counsel Laura Wood to create programs for law students to help with current social justice cases

Maven Clinic New York, New York
Maven Clinic is a digital health platform connecting women to health practitioners Summer 2017
Access for All Intern

- Organized the strategic plan for Maven Clinic, a digital health platform connecting women to health practitioners, to offer low-income women free healthcare

McKinsey & Company New York, New York
Business Analyst Fall 2015-Spring 2017

- Focused on strategic and innovation projects including: a strategic plan for an urban technology startup working on making cities more habitable and a new media acquisition strategy for a satellite radio company

Additional

- Fluent French
- Over 100 hours in pro bono legal service

Suchit Rout

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Education

Stanford Graduate School of Business, Stanford Sloan Fellow, MS in Management, 2022
Institute of Management Technology - India, MBA, Marketing & Operations, 2010
Manipal Institute of Technology - India, BTech, Comp Sc Engineering, 2005

Skills Experience

Barco 2007-2021

US$1.13B-revenue, 3,500-employee strong, global B2B leader in technologies for security control centers and smart-city management centers

- **Business Management**
  - Managed global marketing budgets of up to $5M; conducted quarterly executive business reviews with global sales and marketing teams; led cross-functional teams to close top projects
- **Leadership**
  - Coached global team members (5 direct, 15 indirect) and facilitated their career journeys and functional pivots to increase 360-measured job engagement by 100%
  - Established industry thought leadership in the Smart Cities & Emergency Management space as panelist and subject matter expert through 10+ engagements per year
- **Strategy & Market Research**
  - Led 7 annual strategy formulation, implementation, and execution contributing to a $160M+ revenue B2B business unit
  - Analyzed and redesigned multi-stage customer journeys; designed customer advisory board, storytelling programs, market engagement workshops, and influencer marketing programs
- **Business Development**
  - Negotiated and executed 3 global strategic alliance agreements with large system integrators adding $50M TAM and $10M revenue contribution within first 2 years of engagement
- **Go-to-Market Strategy**
  - Formalized our industry's first global strategic alliance program by onboarding 45+ alliance partners within the first 2 years
  - Engaged 100+ B2B resellers across the globe through a global sales enablement strategy
  - Expanded routes-to-market in mid-range segment adding $300M TAM and $5M revenue contribution within first year of execution
- **Product Marketing**
  - Led global launch of a flagship technology product resulting in a double-of-plan order book within the first 6 months of launch, and 18 global industry awards

Roles Experience

- Director - Global Strategic Marketing, 2017-2021
- Director - Strategic Alliances & Business Development, 2014-2017
- Manager - Global Segment Marketing, Utilities 2013-2014
- Manager - APAC Market Development, 2011-2013
- Manager - Product Marketing, 2010-2011
- Various software engineering roles, 2005-2010

Additional Information

- Clifton Strengths: Relator, Analytical, Activator, Individualization, Strategic
- Business languages: English, Spanish, Hindi
- US Permanent Resident

PETER ROZANSKI

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

TEXAS A&M UNIVERSITY College Station, TX
B.S. Civil Engineering and Minor in Philosophy – Summa Cum Laude

Experience

NONANTUM CAPITAL PARTNERS Boston, MA
Lower middle-market private equity firm founded in 2018
Investment Associate 2018 – 2020

- Staffed on 100+ deal opportunities: 28 IOIs submitted, 16 LOIs submitted, 3 closed transactions
- Lean deal team staffing model (1 Partner, 1 VP, 1 Associate); played VP/Senior Associate role for select platform opportunities and frequently led transaction process for add-on acquisition opportunities
- Participated in all Investment Committee meetings; regularly presented new deals, diligence findings, transaction process updates, and portfolio company updates to full Investment Committee

Select Deals:

RoadOne IntermodaLogistics (closed platform acquisition – intermodal drayage and logistics provider)

- Owned diligence analyses, LBO model (roll-up strategy), and funds flow during original transaction process
- Developed all materials to raise co-investor equity and secure unitranche debt to finance the transaction
- Developed close working relationship with CEO and CFO; portfolio responsibilities included add-on acquisition diligence, valuation modeling (comps and DCF), and ongoing business diligence (e.g., customer revenue trends)

Crown Transportation & Logistics (closed add-on acquisition – transloading and warehousing provider)

- Led all business diligence analyses, expert calls, and meetings with management for a strategic add-on acquisition by RoadOne to develop new offerings adjacent to core drayage services
- Managed quality of earnings process with third party accounting firm, with a focus on synergy sizing
- Developed materials to secure debt from RoadOne's senior lender to finance the transaction

Specialty Grocery and Food Preparation Business (submitted LOI; live deal upon departure for business school)

- Sourced the deal and generated Investment Committee interest to pursue the opportunity
- Led all business diligence analyses, expert calls, and meetings with management to discuss diligence findings
- Owned LBO model, which included a convertible preferred structure for downside protection

Specialty Glass and Plastics Manufacturer

- Led diligence analyses, including synergy projections through a relationship Nonantum had with a key supplier
- Led lender outreach to introduce the deal, explain Nonantum's angles, and respond to diligence questions
- Managed a junior Associate to conduct industry diligence, focused on government spending trends

MCKINSEY & COMPANY Dallas, TX
Business Analyst 2016 –2018

- Select casework: go-to-market strategy for electric vehicle manufacturer; operations strategy for US airline; due diligence on auto parts manufacturers; organizational strategy for national defense agency
- Received highest rating ("Distinctive") in each performance review cycle

CENTRAL INTELLIGENCE AGENCY Washington, D.C. area
Intern, Political Analyst 2015

- Authored multiple policy reports on geopolitical and humanitarian developments in the Middle East
- Obtained "Top Secret – Sensitive Compartmented Information" security clearance

Personal

- Interests: running, skiing, tennis, cycling, foreign policy, time with my nephew & niece
- Back on My Feet – Young Professionals Board and Running Volunteer (2019 – 2020)
- Reality Church Boston – Hospitality Team volunteer and community group member (2019 – 2020)
- Build Health International – on-site engineer for new hospital construction in Haiti (2016)

SARAH RUNKLE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF CHICAGO Chicago, IL
Bachelor of Arts, Economics; Minor, Statistics 2016

- Graduated with General Honors
- Health educator with Peer Health Exchange and member of The Mark Marketing Club

Experience

DAVITA INTEGRATED KIDNEY CARE Denver, CO
DaVita Integrated Kidney Care is the population health management division of DaVita Inc.
Manager 2019-2020

- Partnered with IT to redesign field collaboration web portal, acting as product manager for application
- Fostered field support for web portal redesign rollout through focus on change management, communication, and training, leading to best-ever monthly field participation
- Managed four-person analyst team tasked with advanced analytical projects, such as report automation, spatial analysis, and statistical models for patient segmentation; coached analysts on effective data communication
- Facilitated conversations with full lane of 15+ operations leaders to determine analytics options for key questions and needs; partnered closely with reporting team to prioritize development and improvement of dashboards

Senior Analyst 2017-2019

- Prototyped, developed, and launched field collaboration web portal that gathered 7,000+ monthly responses
- Leveraged expertise in automation and reporting to increase team's technical performance through Python and VBA mentorship and day-to-day code debugging support
- Led 10+ coding workshops, reaching an audience of 150+ unique attendees from 20+ teams; founded monthly Programming Interest Group series with guest speakers
- Recognized with DaVita Core Value Award for Continuous Improvement at annual company meeting

Analyst 2016-2017

- Transformed company-wide geographic understanding of patient population and staffing distribution through spatial analysis techniques, leading to 200% increase in geographic optimization of staffing model
- Introduced VBA as a method of report automation and created several integral VBA-enabled processes to drive patient enrollment and facilitate communication with field clinic staff

DAVITA INC. Denver, CO
Largest U.S. provider of dialysis and kidney care, 2500+ dialysis clinics, 200,000+ dialysis patients
Intern 2015

- Developed spatial methods for identifying best locations to optimize new DaVita clinic placement
- Promoted field adoption of new mapping platform by creating detailed training guides and leading training sessions

UNIVERSITY OF CHICAGO MEDICAL CENTER Chicago, IL
Research Assistant 2014-2015

- Interviewed patients regarding medical needs and satisfaction with care for a 2,000-patient randomized trial
- Ensured data quality by following research protocol and trained research assistants in interviewing best practices

Additional

- Intermediate/Advanced Technical Skills: Python, Excel, VBA, ArcGIS
- Basic Technical Skills: SQL, R, HTML & CSS, Squarespace, Google Analytics, GitHub, Canva
- Volunteer work consulting on web analytics and membership growth for advocacy group Bicycle Colorado
- Enjoy biking, travel, listening to podcasts, and learning about food

Padmanava Sadhukhan

psadhu@stanford.edu . 971-381-4954 . 6 Comstock Circle, Stanford, CA

US Permanent Resident

EDUCATION:

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA

Candidate, M.S. in Business Management, Sloan Fellow — 2022

NORTHWESTERN UNIVERSITY, the Graduate School — Evanston, IL

Ph.D. Materials Science and Engineering; Walter P. Murphy Fellowship, 3.80 GPA — 2008

INDIAN INSTITUTE OF TECHNOLOGY, Roorkee — Roorkee, India

B.Tech. Materials Science and Engineering; Dean's Merit scholarship, 1st Div. (Honors), CGPA: 9.1/10.00 — 2002

EXPERIENCE:

INTEL Corp (INTC) — Hillsboro, OR, US

Area Manager, Back-End Product Engineering and Operations — 2020 - 2021

- **Founder, *Strategy and Analytics Group***, *Center for Product Innovation*
  - Created strategy and analytics group and launched "Center for Product Innovation" for internal teams dedicated to addressing client product implementation issues.
  - Analyzed client product concerns and market strategy to brainstorm and propose solutions; grew client engagements ~230% with 100% retention rate for continuing projects, within 15 months
  - Engaged in direct facing clients >70% of time resulting in +18% increase in total engagement in 1st yr.

Principal Engineer, Logic Technology Development — 2015 – 2020

- **Operations Strategy Advising:** Advised server clients focused on advanced thermal packaging, delivery and cost optimization with > 46% reduction in total loss (volume).
  - Managed multiple implementation teams for product modifications at client site
- **Program Manager**: Performed market adoption and competitive analysis, capability assessment with marketing teams and performance improvement DOE's for Intel 5-7nm Server Products.
  - Delivered custom client units with > 99% yield for 1st trials 1.5 months prior to commit date
- **Product Manager**: Led multi-generation semiconductor Product teams (e.g., "*CannonLake", "Sandybridge", "Westmere"*) to successful ramp-up and shipping with < 0.1% product loss (dies/unit).
- **Co-Inventor** of "*Novel Transistor IC structures with Differential Work-Function layers"* (2018-2020) – novel method to reduce power leakage by > 61% in 7nm server products.

NPI Group Leader, Intel 14nm microprocessor Technology — 2012 – 2015

- **NPI Product/Program Manager**: Led cross-site teams for Product specification analysis, manufacturing cost audit, implementation and first batch of product sampling runs for *"Ivybridge"* family products.
  - **Client-site Implementation**: Reduced deployment time by >30% with projection/regression analysis
- **Manufacturing and Operations Efficiency**: Implemented process efficiency improvements in manufacturing line saving >22% in process time for high workload Data center units leading to >15% EOL yield rate.

Senior Process Development Engineer, Lithography — 2008-2012

- **Advanced analytics**: Implemented Python/R scripts with Design of Experiments (DOE) for process control

Oracle Corp (ORCL) — Hyderabad, India

Team Leader, Financial Interest Invoice Accounting (Oracle Apps XIi) — 2003 -2004

- **Lead architect** of 'Interest Invoice Accounting' Engine – Added revenue/unit by $6.5M in very 1st year.

Lead Applications Engineer – Oracle Financials Apps XIi — 2002-2003

- Won Applications development challenge with 99.3% efficiency (Code-solving success rate/day).

ADDITIONAL:

- **Programming:** Data analytics with Python, R, SQL; Oracle Apps development
- **Inventor**: 3 Product patents granted (2 with Intel in Product Design); 2 additional pending.
- **Pastime**: Chess Strategy and End-game theory; solving puzzles with my 3yr old twins
- **Awards**: Won 8 Intel Divisional Awards (5 of ~500); 2 Corporate Awards for Product Mgmt. 2010 – 2020

Nick Saltarelli

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EDUCATION

Stanford Graduate School of Business, Stanford, CA **2022**
MBA Candidate
Tech Club, VC Club

Rutgers University, School of Engineering, New Brunswick, NJ **2016**
BS, Biomedical Engineering, *summa cum laude* (3.70), Minor in Economics (4.0)
Dean's List every semester

WORK EXPERIENCE

Productiv (Palo Alto, CA) **Summer 2021**
Productiv is Series C B2B SaaS company creating the Enterprise SaaS Management space. Backed by Accel, Norwest, IVP, and Okta.

MBA Intern - BizOps

- Organized and ran the company's H2 sales kick-off with the Head of Sales for the entire GTM org
- Operationalized executive level pipeline generation reviews and set pipeline targets by function for H2 2021
- Conducted multiple analyses on revenue related areas (sales funnel metrics, weighted forecasts, ideal customer profile, SDR org structure, sales engineering capacity) and presented insights and recommendations to the exec team

Sift (San Francisco, CA) **2018-2020**
Sift is a B2B machine learning Series D SaaS company headquartered in San Francisco. It was a product of Y-Combinator and now has over $150 million in funding. Sift tripled in revenue during my time there and reached unicorn status in April 2021.

Sales Strategy & Operations ***2019-2020***

- Modeled the 2020 annual operating plan and presented directly to the President of the company and leadership team
- Conducted and owned analyses of historical revenue performance, sales funnel efficiency, and pipeline coverage. Presented insights to the COO, VP of Sales, and VP of Marketing that influenced key 2020 initiatives and priorities
- Managed weekly director sales forecast calls and owned statistical forecasting and modeling for the company
- Led top of funnel tracking and analysis for the Sales, Marketing, and Partnerships teams. Ran bi-weekly calls with the leadership team and functional directors to drive alignment, awareness, and improvements amongst the teams
- Built and launched "Propensity to Buy" models for generating prospective account lists for sales team

Business Development Team Lead **2019**

- Managed 10 direct reports and reported directly into the VP of Sales
- Led the team to hit 101% of quota after missing the previous 2 quarters by 30+%
- Automated rep level metrics and built dashboards that improved focus on key pipeline generating activities

Business Development **2018**

- #1 in overall attainment for 3 consecutive quarters; directly sourced $6.1m in qualified sales pipeline
- Challenged the marketing lead process and provided analysis that resulted in a team restructuring as well as a sales and marketing cross-team initiative that strengthened marketing pipeline generation (50% increase in lead conversion rates)

Cognizant Technology Solutions (Teaneck, NJ) **2016-2018**
Associate, SAP SuccessFactors

- Worked on multiple SAP SuccessFactors implementations at Fortune 500 companies. Developed data extractions, served as a testing lead, led offshore teams, completed RFPs, and presented to prospective clients after RFP down-selection
- Youngest employee chosen to attend the SAP Sapphire conference where $230m in pipeline was generated

ADDITIONAL MBA WORK EXPERIENCE

- **Slintel (Series A, acquired by 6sense):** Advised on all things Rev Ops & Strategy related during my MBA 1 year and summer. Slintel is a B2B Sales Intelligence platform, originally backed by Accel and acquired by 6sense in October 2021
- **AccessBell (Seed, acquired by Tata Group):** Led Sales and GTM for a B2B video software company cofounded by 3 of my classmates during our MBA1 year. The company was acquired by Tata Group in June 2021 after being backed by PearVC
- **Swantide (Seed):** Advised on product development and helped build scalable Salesforce dashboards for the company to deploy to its first customers. Swantide automates Salesforce setup and management for startups

ADDITIONAL

Awards: New Employee of the Year, Sift, 2018

Activities: Intramural Sports (Basketball, Flag Football, Softball), Sift Book Club, Autism Speaks Mentor Program

Skills: Excel, Salesforce, Tableau, Clari; Familiar with SQL & Python

Alex T. Salton

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EDUCATION

Stanford University Graduate School of Business, Stanford, CA, *Master of Business Administration Candidate* Expected Jun. 2022

- **Selected as an Arbuckle Leadership Fellow**, the business school's most competitive annual application process; the Arbuckle program hones executive coaching and management skills through a seven-month experiential practicum with first-year students
- GMAT: 720 44V/46Q

Stanford University, Stanford, CA, *Bachelor of Arts in English Literature* Jun. 2015

- Major GPA: 4.0; Cumulative GPA: 3.8; SAT: 780/710/800 (M/V/W)
- **Award of Excellence Recipient**; recognizes top 10% of graduating class for sincere commitment to the University through leadership and community involvement

PROFESSIONAL EXPERIENCE

Lerer Hippeau Ventures (LH), New York, NY, *Summer Associate (Scout commencing Sep. 2021)* Jun. 2020 – Present

- Worked directly with Partners and Managing Partners on seed deals of $2mm - $5mm across both consumer and enterprise
- Independently sourced ~40 prospective investments as a member of the deal team; leveraged Stanford GSB network to bring in Bay Area-based deal opportunities to increase LH's presence as a dominant investor in multiple geographical hubs
- Owned the diligence process for an e-commerce enablement deal (procurement software), utilizing R&D and sourcing experience gained at Harry's to verify market opportunity, founder/market fit, product roadmap, and go-to-market strategy; shared out findings and investment recommendation with Managing Partners culminating in LH's ~$2.5mm co-lead investment in early Aug.
- Collaborated with founders in the e-commerce, digital health, and next-gen D2C categories to build out initial go-to-market and customer acquisition strategies, leveraging 2+ years of consumer operating and investing experience
- Conducted a robust 8-week thesis exploration specifically geared towards expanding LH's brand in B2B software investing; thesis topic focused on tech-changes in the modern data stack and tools that build on them; these include: next-gen go-to-market platforms, product led growth businesses, self-serve vertical software applications, and machine learning tools

Red Sea Ventures (RSV), New York, NY, *MBA Investment Associate (Scout commencing Sep. 2020)* May 2020 – Apr. 2020

- Core deal team member for seed-stage and Series A venture capital investments ranging from $500K - $1.5mm
- Led pitches with founders to assess investment viability; sourced and screened prospective deals reporting directly to two managing partners; conducted due diligence on deal prospects later in the pipeline prior to final investment
- Developed detailed framework for RSV's post-COVID investment thesis (shared out to LPs in May '20); compiled weekly sector deep dives ranging from financial wellness tools, to supply chain tech., digital health businesses, and B2B marketplaces
- Collaborated with RSV Founding Partner to craft operating toolkit on sustainability best practices for portfolio founders

Harry's, Inc., New York, NY, *Product Manager* Dec. 2018 – Jun. 2020

- Acquired by Edgewell Personal Care for $1.4bn (announced May 2019; later terminated by the FTC in Feb. 2020)
- Drove end-to-end new product development for Harry's/Flamingo brands, focusing on strategic growth opportunities, spanning from new channel launches to international expansion; coordinated workstreams across 30+ member cross-functional teams to bring products to market and achieve commercial margin targets
- Managed the company's global supply chain network from China to Poland through product prototyping, validation, and testing
- Co-led the Harry's European expansion as Program/R&D Lead; this initiative spanned across four countries and 50+ omni-channel SKUs ranging from fully sustainable razor packing to an EU specific 2-in-1 Shampoo; at launch, Harry's EU was estimated to generate annual run-rate of ~$200mm
- Launched the inaugural Harry's product suite on Amazon (five unique SKUs mirroring the D2C channel), outperforming the 2019 gross revenue forecast by +87%; at launch, Amazon channel was expected to bring annual run-rate of ~$30mm
- Spearheaded company-wide sustainability vision leading to the elimination of plastic in all new packaging, utilization of non-virgin paper in both D2C/retail packaging, and implementation of a Forest Society Certified supply chain

Goldman Sachs & Co., New York, NY

Investment Banking Associate – Coverage Banking (Aug. '17–Apr. '18); Equity Capital Markets (Apr.–Nov. '18) Aug. 2017 – Nov. 2018

Investment Banking Analyst – Debt Capital Markets Jul. 2015 – Aug. 2017

- Worked across three groups within IBD, culminating as an early promote Associate in equity capital markets; managed four analysts and functioned as a Vice President reporting directly to two Managing Directors
- Deal team member for M&A transactions, debt financings, bridge underwriting, equity follow-ons, and IPOs

LEADERSHIP AND VOLUNTEER ACTIVITIES

Out for Undergrad (O4U) Business Conference, New York, NY, *National Conference Director* 2017 – 2018

Five-year organizational involvement beginning in 2013 and concluding in 2018

- Managed $750,000 budget; balanced fiduciary responsibilities for parent 501(c)(3) through impactful/cost-effective programming
- Led team of 10 project managers responsible for planning and execution of three-day conference for 600 attendees

ADDITIONAL INFORMATION

- Dual citizen United States/Germany; advanced Spanish speaking and writing; alpine ski racing; cooking and dining

Rob Scales

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EDUCATION

Stanford Graduate School of Business **Palo Alto, CA**

- *Master of Business Administration Candidate* Class of 2022
- **Involvements:**
  - *Investing/Other:* VC Projects (Bessemer; Capital G), InSITE Fellow, Tech Club, PE Club, VC Club, Product Club
  - *FinTech*: GMIX internship with Technisys (series C LatAm B2B fintech); GST in Uganda/Kenya on emerging FinTech

Dartmouth College **Hanover, NH**

- *Bachelor of Arts in Economics*; **GPA:** 4.0/4.0; **GMAT:** 780 Class of 2016
- Phi Beta Kappa; *Summa Cum Laude*; Valedictorian
- **Palaeopitus Leadership Society**, *President*: Elected as president of group of 21 campus leaders (May 2015–June 2016)

PROFESSIONAL EXPERIENCE

Very Good Security **San Francisco, CA**

BD, Strategy & Special Projects - Manager June 2020 - Current

- Took 1-yr Leave from MBA during COVID-impacted 2020-2021 year to work at a Series B FinTech (raised Series C in Dec '20) focused on data security/payments infrastructure backed by VCs such as a16z, Visa Ventures, Nyca, and Goldman Sachs
- Spearheaded and commercialized net new fraud and behavioral analytics product capabilities and revenue-generating SKUs; tasks involved identifying fraud partners, negotiating commercials, and managing technical design and implementation
- Crafted and presented GTM playbooks for launch of Card Issuance, Payments Orchestration, SOC 2 automation solutions

MBA Fund **Palo Alto, CA**

Venture Capital Investor October 2019 - Current

- Selected as one of four Stanford on-campus investors for the MBA Fund, an early-stage VC fund investing in entrepreneurs (students and recent alums) from Harvard, Stanford, and Wharton
- Responsibilities included deal sourcing, memo writing for prospective investments, and pitching the MBA Fund to founders to win deals; co-led with prominent VCs the MBA Fund's annual pitch competition, which culminated in ~$300k invested

The Blackstone Group **New York, NY**

Private Equity Associate June 2016 - June 2019

- Invested out of Corporate & Core PE funds; generalist with focus in tech, software, financial services, FinTech, and healthcare

Selected Transaction Experience

- ***$6bn+ Take-Private of TeamHealth (closed – February 2017)***
  - Performed comprehensive contract-level analyses of raw company data to study cohort ramps, provider cost inflation, and profitability across geos and service lines to build and refine operating and LBO model
  - Post-acquisition, brought to investment committee transformative merger with ~$10bn publicly traded competitor physician group; diligence focused on reimbursement harmonization and cost synergies
- ***~$700mm LBO of Cambridge Global Payments (did not close; FLEETCOR completed acquisition – August 2017)***
  - Mapped global foreign-exchange B2B payments industry, informing theses around market growth by region and market share movements between traditional banks and non-bank payments software providers
  - Analyzed historical customer data, focusing on retention metrics (gross, net, logo) and churn by vintage, to inform go-forward assumptions in financial model & investment committee materials
  - Built merger model to evaluate scenario in which we purchased Cambridge and a UK-based, growth equity-backed remittances / B2B foreign-exchange payments company concurrently
- ***~$3bn Take-Private of WebMD (did not close; KKR's Internet Brands completed acquisition – September 2017)***
  - Analyzed historical trends in users and engagement on consumer and physician platforms, segmenting by geo, topic area, and PC vs. mobile to stress-test assumptions in management forecast to build Price/Volume operating model
  - Mapped macro trends in digital health ad spend to appraise target's competitiveness vis a vis Google/Facebook and print advertising and examined performance of Company's same-brand Revenue and ad $ yields per session

Goldman, Sachs & Co. **New York, NY**

Investment Banking Winter & Summer Analyst – TMT; Received full-time offer Winter & Summer 2015

- Worked on live IPO and debt financings as well as Spotify's $526mm financing round (June 2015); facilitated diligence around TAM, trends in MAUs/subscribers, cohort performance/churn rates, and customer acquisition costs

OTHER LEADERSHIP EXPERIENCE

- **Net Impact NYC,** *Project Manager for ELZORA; Mentor to Unspoken Smiles Foundation* (Feb 2018–March 2019)
- **Dartmouth Alumni Class Executive Committee,** *Board Member; Treasurer* (NYC, May 2016–present)

Interests: Pick-up Sports, Taekwondo (2nd degree black belt), Adventurous travel, Microfinance, Hiking, Photography

Tamar Schamroth Liptz CA(SA) CFA

+1 650 476 5084 • tschamroth@gmail.com • linkedin.com/in/tamar-liptz

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- 2020 Orbis Investments MBA Fellowship
- Member of the Stanford Women on Boards Education Committee
- Co-president of the Jewish Business Students Association

UNIVERSITY OF THE WITWATERSRAND Johannesburg, South Africa
Higher Diploma in Accountancy 2010

- Graduated as top student of the year, out of more than 300 students, named "Most distinguished graduate"

Bachelor of Accounting Science 2007-2009

- 2009 University Chancellor's Gold Medal, 2009 South African Association of Women Graduates Prize

Experience

E Oppenheimer & Son/Grey Heron Partners Johannesburg, South Africa
Group that invests the personal wealth of the Oppenheimers –South Africa's wealthiest family; net worth of $7.3b (Forbes)
Partner/Equity Analyst, African Public Equities Team 2014-2020

- Contributed to achieving annualized returns that exceeded comparable index returns by 12% in USD (Jul 2014- Dec 2019) through financial analysis of investments of up to $30m each, market research, engagement with CEOs and CFOs of some of the largest listed companies on the African continent, and portfolio strategy.
- Offered strategic support to portfolio companies and invited to present to the Boards of two portfolio companies on strategy and growth, leading one of the companies to change its approach to targeting customers
- Established the infrastructure used daily by the team to optimize investing tracking and improve the quality of decision making
- Co-led capital raising efforts, presenting vision for investment to the family and their advisors, who increased capital allocation to the team by 50%
- Orchestrated team building activities and managed the shift of the team to two offices across two continents, leading to a smooth transition and continued team cohesiveness.
- First woman to be hired across Group's 4 investment teams, as well as first woman allocated equity in a Group fund

ERNST & YOUNG INC. Johannesburg, South Africa
Audit Supervisor 2012-2013

- Managed and trained a team of 4 auditors on audit approach, allocating tasks, reviewing deliverables
- Led an audit team to achieve the fastest sign-off ever on a specific audit, achieving the highest rating possible
- Supervised the audit of 2 listed companies with market capitalizations of $10b and $6b
- Initiated and led a firm-wide weekly sports matches (netball), driving relationship building and teamwork

UNIVERSITY OF THE WITWATERSRAND Johannesburg, South Africa
Associate Lecturer (Taxation) 2011

- Lectured to undergraduate and postgraduate students (class sizes of approximately 300 students)
- Oversaw a program to assist underprivileged bursary students with academic support

Additional

- **Languages**: English (native), Hebrew (intermediate), Afrikaans (basic)
- **Certifications**: **CFA Charterholder**: Placed above 90th global percentile on CFA Level 3 (June 2018); **Chartered Accountant** Top 3 position on both qualifying exams
- **Volunteer: Vulnerable Artist Fund** in South Africa: Fund administration, allocating funds to hundreds of artists in financial need due to COVID-19
- **Volunteer: Chabad of Strathavon** in Johannesburg: Co-organize community events and meals
- **Interests**: Competitive Cycling: Argus Cycle Tour (2015, 2013, 2012); swimming
- **Travel**: Have visited over 30 countries including hiking the Inca Trail in Peru, seeing the gorillas in Uganda, viewing the Great Migration in Kenya, and sailing down to Antarctica

JINGWEI (CHARLOTTE) SCHELL

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Organizer of International Student Buddy Program; active member of Product Club, Tech Club

LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE - UNIVERSITY OF LONDON London, UK
BSc in Accounting and Finance, First Class Honours 2017
- Founder and organizer of Canadian Student Association; organizer of Western Canada Alumni Chapter

EXPERIENCE

ZILLOW GROUP Seattle, WA
Product Manager on AI home evaluation products at Zillow Offers, Zillow's $1.5B home buying & selling marketplace
Product Manager, MBA Intern June– September 2021
- Structured and led research budget, executed seven-stage design thinking process with rapid prototyping within eight weeks
- Identified ten critical seller needs, 19 most viable product opportunities through 14 in-depth user interviews; successfully validated, iterated two most impactful near-term product initiatives through rigorous three-phase user testing with two MVPs

CRITICAL MASS – OMNICOM GROUP Calgary, Canada
Cannes Lions award-winning creative advertising agency specializing in digital experience design and development
Lead Technical Search Strategist – New Discipline Development & Nissan North America 2019 - 2020
Oversaw all technical search product development, employee training company-wide, projects totaling $13M:
- Led a team of 14 across eight disciplines to create Critical Mass (CM) Voice User Interface (VUI) Design framework; spearheaded all VUI product development, won new CM accounts worth $250K per year
- Delivered technical search product strategy, end-to-end web application migration of Nissan North America (NNA) Offers Hub one month ahead of schedule with 15% increased search visibility three months post-launch; project totaling $3.8M
- Initiated and owned product strategy, execution, B2B marketing of CM's proprietary Speed Monitoring and Reporting Tool, deployed across five client accounts within three months of product launch
- Developed and directed technical training programs including Speed Performance Optimization, Web Accessibility, Machine Learning, Featured Snippets Optimization, Technical SEO from a Developer's Perspective and more
- Spearheaded CM Machine Learning initiative and directed cross-discipline collaboration improvements, most notably between CM Engineering, UX, and Search Strategy; awarded two CM leadership spot bonuses

Search Strategist (promoted from Associate Search Strategist) – Diversified Accounts 2018 - 2019
Led executive-level engagements, search product strategy communication, feature development for Apple, AT&T, NNA, Mitsubishi, SAP, DePaul University, USAA and Blizzard Entertainment:
- Launched new Search features on digital shopping web applications for automotive accounts, $6M in scope, resulted in acquisition KPIs for NNA of four times industry average
- Designed three-phase Nissan Voice Product Strategy, with Phase One (Featured Snippet optimization) achieving 308% year-over-year growth in brand-owned voice search answers
- Improved conversion by 48% and session retention by 69% for NNA through digital platform funnel KPI optimizations
- Earned fastest promotion in CM Strategy to date

THE AGENCY GROUP Calgary, Canada
Real estate startup providing nation-wide online marketplaces backed by full-service real estate solution
Product & Operations Manager (promoted from Product & Digital Marketing Specialist) 2016 - 2018
- Headed product discovery, development, and launch of regional online marketplaces in Calgary, Ottawa and transformed core national product, increasing monthly active users by 175%, year-over-year monthly converted leads by 80%
- Managed over 30 overseas freelancers; guided three internal digital products (agent collaboration app, digital lead distribution platform, custom CRM) from conception to launch; improved work efficiency, reduced operation overhead by 60%

ADDITIONAL INFORMATION

- Languages: fluent in Mandarin
- Eligible for TN Visa | STEM MBA: Eligible for 3-year U.S. work authorization under STEM OPT
- Certificates and Courses: One Week PM (Product Manager HQ), Product Design (Google), Machine Learning (Stanford University), Full-stack Developer Modules (Lighthouse Labs), R Programming, SQL, Python
- Unfamiliar China: designed and built cultural website, generates over 150,000 unique visitors from over ten countries annually

Jeremy C. Scott

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF OXFORD Oxford, UK
BA (Hons), Economics & Management, 2:1 2011

- Served as JCR (College Student Government) Treasurer
- Only undergrad admitted into the Oxford University-Peking University 2010 Private Equity Program in Beijing
- J.P. Morgan, Hong Kong, M&A Analyst (2011) and Investment Banking Analyst (Summer 2010)

Experience

Indemandly Hong Kong
Customer messaging platform that helps businesses drive sales and increase customer engagement
Co-founder, CEO 2017 – 2020
Product, Growth, and Strategy

- Led product from zero to 1, from ideation, wireframing, and technical development to launch and iteration
- Devised and implemented a robust user-feedback loop that systematically synthesized A/B tests, qualitative user feedback, and engagement behavior data into a measurable Product-Market fit score, helping to guide our product development priorities
- Designed user acquisition strategy, growing our user base to 20,000+ users without paid marketing
- Identified unserved market segment and unlocked 20% month-on-month user growth for 'Passion Economy' entrepreneurs, our most highly-engaged user group, and launched a product extension for Instagram and email marketing campaigns, boosting their customer engagement and conversion rates by over 2x

Leadership, Teamwork, and Culture

- Managed and mentored 7-person cross-functional team, working with teammates to cultivate a culture of high-performance, creativity, and transparency with daily standups, weekly check-ins, and clearly defined OKRs
- Directed and collaborated with design and engineering functions to ensure consistent, user-centric UX
- Coordinated transition to a fully-remote work environment, adapting best-practices on asynchronous workplace design and learnings from 2 pilot phases that we trialed in 2019

Tewtor Hong Kong
Online learning management platform for students, tutors and administrative staff
Co-founder, Head of Product 2014 – 2017

- Recruited and directly managed a diverse team across Software Engineering, Product Management, and Customer Success roles
- Led the development of web, Android, and iOS apps, which collectively powered 1000+ student bookings per day, and featured an advanced scheduling platform and fully-integrated virtual learning environment
- Developed an 'Online Now' feature for tutors, enabling tutoring businesses to capture last-minute bookings and monetize excess tutor capacity
- Applied Machine Learning functions to analyze booking trends and forecast demand by time, tutor, and subject, enabling admin staff to more effectively allocate resources

Panda Capital Hong Kong
Investment fund targeting primary and secondary market opportunities in Seed/A+ stage companies
Co-founder, Director 2012 – 2020

- Raised capital and directed equity investments in 30+ early-stage and growth-stage private companies, including Lyft, Living Carbon, Skykick, Haus, and MainStreet
- Developed investment strategies and sourced deal flow in Consumer and SaaS businesses
- Screened and performed due diligence on 100+ investment opportunities

Additional

- **Technical Skills:** Competitive & Market analyses, A/B Testing, SQL, Google Analytics, Mixpanel, JIRA
- **Languages**: Fluent Mandarin. **International:** British citizen, US Green Card, Hong Kong permanent residency
- **Interests:** All things design – architecture, product, UX; hiking; kitesurfing; coffee
- **Community:** Founded and raised funds for the Asia Education Foundation, a charity that has awarded 130+ university scholarships to disadvantaged students from rural China

William R. Scott

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Dedicated professional with diverse experience leading under pressure and employing technology in extreme environments.

EDUCATION

Stanford University Graduate School of Business — **Palo Alto, CA**
Master of Business Administration Candidate, Class of 2022 — **2020 - Now**

United States Naval Academy — **Annapolis, MD**
Bachelor of Science in Mechanical Engineering, Class of 2010 — **2006 - 2010**

- Distinguished Graduate of the Mechanical Engineering Department
- Mechanical Engineering representative on winning team in Service Academy Engineering Design Competition involving Drone-Delivered Ordnance (2010)
- Semester exchange at US Air Force Academy (2009)
- Summer study abroad in Berlin, Germany (2008)
- Founder and Team Captain of USNA Rock Climbing Team

EXPERIENCE

1st Marine Special Operations Battalion — **Camp Pendleton, CA / Philippines**
Special Operations Team Commander (Captain) — **2017 - 2020**

- Successful deployment as a Marine Special Operations Team Commander for 16 U.S. Special Operations personnel tasked with a counter-terrorism advisory mission in the southern Philippines, bringing all members home without injury.
- Coordinated all U.S. military assistance to the Philippine armed forces throughout a 700 square mile archipelago.
- Partnered with a Filipino two-star general, supporting over 6000 Filipino troops during 7 months of the largest increase in operational tempo in the region for the past 10 years.
- Recognized by the U.S. Deputy Ambassador to the Philippines, the U.S. SOCOM Commander and the Commanding General of the Philippine Army for significant and professional contribution.
- Coordinated all U.S. humanitarian support to the region following one of the largest terrorist bombings in Philippines in recent years, facilitating trauma care, casualty evacuation and medical resupply to aid the 200+ casualties.

Combined Joint Special Operations Command - Iraq — **Iraq**
Special Operations Officer / Operational Staff (Captain) — **2016 - 2017**

- Coordinated the approval and operational reporting of all U.S. and NATO Special Operations Forces in Iraq.
- Compiled and ghostwrote the daily and weekly situation updates for the Commanding Officer of Combined Joint Special Operations Command – Iraq; reports directly sent to the highest levels of the Department of Defense.

Marine Special Operations School — **Camp Lejeune, NC**
Special Operations Student Officer (Captain) — **2016**

- Qualified as a Marine Special Operations Officer following an assessment and training program consisting of academics, psychological tests and rigorous tactical examinations. Only 20% candidates pass the course and are selected.
- First Marine Aviator to complete U.S. Marine Corps Special Operations Selection and Training to become a Special Operations Officer.

United States Marine Corps Aviation — **Quantico, VA / Pensacola, FL / Camp Pendleton, CA**
Attack Helicopter Pilot / Human Resources Department Head (2nd Lieutenant to Captain) — **2010 - 2015**

- Qualified as a U.S. Naval Aviator to fly fixed- and rotary-wing aircraft. Instrument and weapons system certified.
- Flew over 500 hours in four different aircraft; planning, coordinating and implementing training exercises with multiple battalions incorporating 1000's of Marines and their respective assets.
- Performed auxiliary jobs as human resources department head for 400+ Marines and as officer-in-charge for 80+ junior Marines conducting maintenance and crew chief responsibilities on the helicopters.
- Only Lieutenant in the Squadron placed in charge of a department.
- Graduated in the top 5% during the Marine Corps Officer Course based on academic, leadership, tactical and peer evaluations.

ADDITIONAL INFORMATION

- Defense Language Proficiency Test Qualified 2/2 (Advanced) in German
- Mentored high-school and middle-schoolers throughout past 10 years, volunteering in various church youth groups.
- Passed Mechanical Engineering FE in 2010 following graduation.
- Interests: Traveling with my wife, any outdoor pursuit (specifically mountaineering, backpacking, climbing, fishing, surfing, mountain biking), new and cutting edge technology, working on and modifying off-road vehicles (custom work on engine, suspension, electrical, etc)
- Ideal vacation: ATV trip into Alaska backcountry during salmon season

THOMAS SENGMANY

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA, United States**
Master of Business Administration (MBA) candidate 2020-2022
• Recipient of the Serge Bellanger merit-based scholarship by the French-American Chamber of Commerce
• Ranked in the top 1% and teaching assistant in the "data analytics & modeling for business decision-making" class
• Elected president of the Consumer & Retail club

UNIVERSITY OF CAMBRIDGE **Cambridge, United Kingdom**
Master of Philosophy in Advanced Chemical Engineering 2014-2015
Recipient of the Cambridge Trust-PSL merit-based scholarship for creating a Franco-British academic partnership

CHIMIE PARISTECH – PARIS SCIENCES AND LETTERS (PSL) UNIVERSITY **Paris, France / Melbourne, Australia**
French Engineering degree / Master of Science in Chemistry and Chemical Engineering 2012-2014
Invited to Australia's national scientific organisation, CSIRO, to manage a 5-month research project on drug delivery

PROFESSIONAL EXPERIENCE

EDITORIALIST YX / STITCH FIX **California & New York, USA / London, UK**
Strategy MBA intern – Fashion Tech *2021*
• Partnered with Editorialist YX's CEO and senior executives to identify growth paths as a start-up of 100+ employees; set up a new team in Manhattan to improve the operations and social media workflows (TTM, customer satisfaction…)
• Piloted Stitch Fix's expansion strategy in Europe by analysing the competitive landscape and defining best practices

L'OREAL **Paris, France / Tokyo, Japan**
Global Product Development manager – Haircare (Paris) 2018-2020
• Co-created the overall growth strategy with international teams (marketing, hairstylists, influencers, operations teams, R&D laboratories); communicated strategic recommendations to top management and implemented them
• Led a cross-functional team of 9 engineers and scientists while supervising recruitment, talent development and performance reviews; delivered a new product line with the highest business potential of the past decade (50 M€)
• Directed and oversaw worldwide product launches, from creative brief to launch event, while fostering the design of disruptive innovations; new launches expected to generate 120M€ in revenues (1st year of operation)
• Presented L'Oréal's strategy during Tech & Digital events as spokesperson to engage consumers in the Group's digital transformation; broadcast VivaTech event (124,000 attendees) on L'Oréal's LinkedIn account (2M followers)

R&D Innovation engineer – Skincare (Tokyo) 2016-2017
• Demonstrated outstanding analytical and communication skills by interpreting complex sets of business data and working with senior management to create impactful presentations focusing on ways to boost L'Oréal's growth in Asia
• Invented multiple skincare technologies such as a breakthrough optics technology that has been successfully deployed to Yves Saint Laurent's new skincare franchise; 2 international patents published
• Managed multiple market & consumer analysis projects involving retail stores visits and at-home consumer interviews; identified critical need gaps in the Beauty industry such as the emotional performance of luxury cosmetics
• Pioneered a novel approach for disruptive innovation by conducting interviews with beauty experts, then organized Design Thinking workshops to transform new experts' insights into winning consumer experiences

ADDITIONAL

• Fluent in French (native) and English; lived across four continents
• Founded the first French student-run association that reduces social isolation among seniors in healthcare facilities
• Mentored disabled students and teenagers from underprivileged areas to unleash their full potential

ASHLEY SHAFFER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- President of Food & Agriculture Club, Treasurer of Student Association, Associate of Stanford Women on Boards - Board Match Committee

GEORGETOWN UNIVERSITY MCDONOUGH SCHOOL OF BUSINESS Washington, DC
Bachelor of Science in Business Administration, Finance and Accounting 2015

- Magna Cum Laude, Dean's List (7 semesters), Varsity Women's Soccer (4-year letter winner)

Experience

REDBUD BRANDS Remote
Venture studio focused on creating disruptive brands in high-growth, 'better-for-you' CPG sectors
MBA Intern 2020-2021

- Worked directly with a Registered Dietician Nutritionist, GSB Alum Founder as Project Manager on the buildout of a tailored dietary supplement startup
- Managed and drove work streams across product development and manufacturing, packaging and merchandising, branding and GTM strategy, business model and financial analyses, and investor presentations

ALTAMONT CAPITAL PARTNERS Palo Alto, CA
Middle market private equity firm with $2.5B+ AUM
Vice President, Capital Markets and Business Development 2019-2020

- Evaluated acquisition financing and portfolio company refinancing opportunities, coordinated lender outreach, led lender calls, vetted lender models, negotiated term sheets, structured credit agreements
    - Raised $65M term loan for Amplity Health
    - Raised $70M term loan and $30M development line for Alamo Drafthouse Cinema
    - Raised $450M term loan and $250M co-invest for The Juice Plus Company
- Maintained relationships with extensive set of lenders, tracked trends in broader leveraged finance markets
- Monitored current portfolio credits and dashboards including liquidity issues and covenants
- Maintained primary firm relationship with investment banks/intermediaries, managed regional banker coverage, developed new relationships to originate deals for the firm
- Supported deal teams on consumer, retail and financial services sourcing efforts (i.e. intermediary targeting, market mapping, operating partner roadshows, corporate calling, conference attendance, etc.)

Senior Associate, Capital Markets and Business Development 2017-2018

- First dedicated Associate hired to support a Managing Director and Principal; promoted twice within 2.5 years

JEFFERIES New York, NY
Global investment banking firm
Investment Banking Analyst, Financial Sponsors Group 2015-2017

- Sole analyst supporting ten senior bankers covering over 250 PE firms with a focus on the middle market
- Prepared tailored financial buyer lists and initiated buyer outreach for sell-side M&A deals
- Executed leveraged finance transactions for PE clients; responsibilities included financial modeling, company due diligence, market research, creation of marketing materials and process execution
    - Sole arranger for $400M term loan for Olympus Partners-backed Innovative XCessories & Services
    - Sole arranger for $125M add-on term loan for Oak Hill Capital-backed WaveDivision Holdings

Additional

- Volunteer work with Friends for Youth to mentor and provide support, encouragement and friendship to low-income, at-risk youth in San Mateo County
- Enjoy studying nutrition, cooking, weightlifting, exploring the Bay Area and traveling

KELLY GRACE SHAN

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration 2022

RELAY GRADUATE SCHOOL OF EDUCATION Chicago, IL
Master of Arts in Teaching, Secondary Science Education 2015 – 2017
- Dean's List (GPA 4.2/4.0)

BROWN UNIVERSITY Providence, RI
Bachelor of Science with honors**,** Biology 2011 – 2015
- *magna cum laude* (GPA 3.97/4.0)
- President of Chinese Students Association and Community Health Advocacy Program, Organic Chemistry I and II Teaching Assistant, Club Tennis member

PROFESSIONAL EXPERIENCE

CLASSFORWARD l HARVARD INNOVATION LABS Boston, MA
Edtech startup helping educators leverage classroom video for professional development through an online platform
Director of Partnerships 2018 – 2020
- Established three partnerships with Teach for America and graduate schools of education and expanded Boston Public Schools partnership to three new divisions, increasing user base by 7%
- Cultivated relationships with existing partners including Harvard, MIT, and University of Pennsylvania; advised clients on strategies to leverage video, resulting in a 105% growth in platform engagement in past school year
- Created a 12-hour continuing education course centered around classroom video for all Boston Public School teachers, applicable for credit and salary lane advancement

NEIGHBORHOOD HOUSE CHARTER SCHOOL Dorchester, MA
9th Grade Educational Specialist 2018
- Coached 8th & 9th grade science teachers on instructional techniques, classroom management, and curriculum design using classroom observations and student data
- Replaced an ineffective online program by developing and teaching a Mandarin curriculum to 20% of freshman

OXFORD STREET EDUCATION l HARVARD INNOVATION LABS Boston, MA
School Designer 2017 – 2018
- Collaborated with team of educators and school founders to design new micro schools; first school opened in Providence, RI in fall 2018
- Established relationships with 30+ community organizations across Greater Boston and Providence to generate leads for schools
- Designed an academic structure and curated edtech products for middle school curriculum

TEACH FOR AMERICA Chicago, IL
9th Grade Biology Teacher, ITW David Speer Academy 2015 – 2017
- Selected as one of ten 2017 national finalists (out of 4000) for the Sue Lehmann Teaching and Learning Fellowship, an award recognizing profound impact in the classroom
- Created and implemented a differentiated, standards-aligned curriculum, which led to students outperforming historical network max growth on the ACT Science section by 17% in 1st year and 30% in 2nd year

ADDITIONAL INFORMATION

- **NAAAP Boston**, Scholarship Committee Director, 2018 – present: manage team of six through scholarship cycle; streamlined application process to increase diversity and number of applications over historical average by 35%
- **Languages**: natively fluent in Mandarin, elementary proficiency in Spanish but committed to achieving fluency
- **Interests**: trying new recipes and restaurants, tennis, skincare, meditation and mindfulness practice, pop culture

Kevin (Kayj) Shannon

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

Princeton University Princeton, NJ
Bachelor of Arts, Molecular Biology 2015

- Collegiate Water Polo Association All-Academic Team Honors
- Captain, Varsity Water Polo

Experience

Amgen Los Angeles, CA
Manager, Innovation & Strategic Partnerships 2019-2020

- Consolidated opinions from oncology leaders across the company on therapeutic and commercial prospects of T-Cell therapies; youngest contributor included when findings, recommendations were presented to the CEO
- Collaborated with heads of discovery research, process development and therapeutic areas to develop company wide strategies for regenerative medicine driving ~$100M of potential investments
- Led team collecting opinions from research, development, commercial leaders on gene therapy; consolidated findings, investment recommendations into a report for the head of Strategy & Innovation and CEO
- Collaborated with senior management on a modality strategy to guide investment in new therapeutic technologies, proposed shifting companies focus over the next 10 years toward more innovative technologies

Senior Associate, Corporate Strategy 2017-2019

- Composed presentation on consolidation across sectors of the healthcare industry and resulting implications for the company which was presented at the Board of Directors meeting
- Analyzed implications of quantum computing and developed roadmap identifying applications within the company and when they would benefit; sourced two partnerships totaling >$1M to explore early applications
- Presented to senior leaders highlighting opportunities of gene circuit technology to enhance therapeutics and improve biologics manufacturing; proposed and executed partnership then led collaboration team
- Partnered with Amgen Ventures to align investments with company strategy and identify new opportunities; perform due diligence, investigate external partners and source internal sponsors for investments

Datamonitor Healthcare San Diego, CA
Pharmaceutical consulting focused on disease area reports
Senior Analyst, Analyst 1&2 2015-2017

- Presented Type 2 Diabetes treatment landscape, key drug revenue forecasts, and my projections of trend shifts to top 10 pharma company; provided differentiation strategies for a new drug launch
- Led project team to redesign report structure and process, increased frequency of updates; successfully reduced time to generate from 6 to 4 weeks; initiated in response to clients' request for more timely updates
- Launched bi-weekly podcast to discuss current events in healthcare; was featured on company website, used by sales team as a marketing tool

Additional

- **Camp Del Corazon:** Volunteer as a camp counselor supervising 8-10 children with heart disease for 5-15 days a year; Head lifeguard in charge of training, staffing team of ~20 guards; participate in planning, execution of galas, fundraisers
- **Independent Research:** Explored methods of chemically treating materials to enhance cell binding, applied this to developing synthetic vascular grafts internally lined with endothelium to prevent thrombus formation; Generated early data to suggest approach enabled formation of a functional endothelium
- **Interests:** Brazilian jiu-jitsu competition team; Surfing; Rock Climbing; Skiing

CASEY SHELDON

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Education

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022
- Future of Mobility Club Co-President
- 2021 MIT Clean Energy Prize finalist (top 5 of 187) for battery-powered regional cargo aircraft project

United States Naval Academy Annapolis, MD
Bachelor of Science in Economics with Honors 2009
- Debate Team Captain (2007-2009); Company Commander (2009); Boxing Team (2005-2008)

Experience

Cruise Automation San Francisco, CA

MBA Intern, Commercial Operations 2021
- Evaluated service operations requirements in 3 future markets and built an operational cost dashboard
- Created a scorecard to assess potential service partners and initiated discussions with 3 leading candidates

United States Marine Corps – *Promoted to rank of Major* United States, Japan, Libya, Iraq, Syria, Afghanistan

KC-130J Instructor Pilot, Standardization/Tactics Instructor with ~1800 flight hours 2012-2020
- Developed the Hercules Airborne Weapons Kit (HAWK) Plus with contracted engineers: gathered requirements, wrote specifications and user guide, prioritized features, designed/performed alpha testing
- Identified Night Vision Goggle replacements based on user experience (UX) data and 160 hours of A/B testing
- Applied systems engineering integration knowledge to instruct/evaluate 42 students in tactical best practices
- Selected among top 5% of peers to attend an elite international tactics course

Assistant Aircraft Maintenance Officer and Quality Assurance Officer 2019-2020
- Integrated daily maintenance processes on 14 $85M aircraft with dynamic operational requirements
- Defined a project strategy and roadmap to correct failing programs in explosives handling, tool calibration, and encryption management. New procedures and training resulted in a 46% inspection grade improvement
- Supervised ~350 Marines across 11 functions to resolve crises while sustaining tempo on long-run milestones

Detachment Maintenance Officer 2018-2019
- Aggregated, analyzed 4 years of utilization data to enhance supply effectiveness of a $34M inventory by 61%
- Optimized resource allocation and eliminated non-value-added processes to increase aircraft available for tasking by 95%. Sustained mission readiness rates 22% above historical averages for 5 consecutive months
- Led 40 Marines to complete a record 3,070 maintenance actions in 7 months of 24-hour combat operations

Aviation Safety Officer 2017-2018
- Collaborated with engineers to collect aircraft sensor data and conduct failure assessments on 13 components
- Surveyed 340 customers and analyzed data to drive $1.2M of purchases in personal protective equipment
- Instructed 600+ users in multiple organizational safety and operational risk-management methodologies
- Awarded #1 of 5 safety programs despite flying the most hours of any operational unit

Assistant Aviation Operations Officer 2015-2017
- Led a cross-functional team in strategic planning and execution of a four-month anti-terrorism campaign in Libya. Prioritized limited resources. Defined/analyzed metrics of success. Presented findings to senior leaders
- Evaluated new weapons and product use cases, curated 6 value propositions for the Secretary of Defense
- Designed a disaster relief strategy to embark 1,400 troops from 6 units onto 2 Navy ships within 24 hours

Additional

- Personal Awards: 4 Air Medals with Strike/Flight designation, 2 Navy and Marine Corps Commendation Medals, 2 Navy and Marine Corps Achievement Medals, Humanitarian Service Medal
- Qualifications: FAA Commercial Pilot's License (Single & Multiengine Land, Instrument Airplane), active Secret Security Clearance, Six Sigma Green Belt
- Interests: Award-winning homebrewer, avid backpacker, and proud dad

ANDREA SHEN

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Activities: GSB Gaming Club (Co-President), GSB People People (Co-President), Asian Business Student Association (Co-President), Admissions Ambassador

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
B.S. in Economics, Concentrations in Management, Marketing, and Operations, Information & Decisions 2016
- Honors: *Summa cum laude*, Dean's List (all 4 years)

Experience

POCKET GEMS San Francisco, CA
Product Manager Summer 2021
- Designed new monetization feature and owned end-to-end development; defined feature vision, requirements, and roadmap, wrote spec, and led cross-functional team of engineering, design, UX, and QA to build feature
- Ran A/B testing; used SQL to build financial model and measure impact; feature drove 9% increase in conversion

O POSITIV Los Angeles, CA
$18M consumer product startup focused on women's health supplements
Head of Product 2020 – 2020
- Led product research and development, including customer, competitor, and market research, for new product launches projected to generate $25M revenue in Year 1; defined 5-year product roadmap
- Collaborated with 20+ key stakeholders, including doctors, lawyers, and scientists, to formulate products; created and pitched project proposals and launched R&D with contract manufacturers

ACTIVISION BLIZZARD Los Angeles, CA
Chief of Staff to the Chief People Officer 2018 – 2019
- Supported CPO in managing HR leadership team to enable successful implementation of CPO's vision and strategy for 10,000 global employees
- Led and managed special projects, including redesign of 3,000-person commercial organization
- Aligned key stakeholders including senior leadership (CEO, CFO, COO, etc.) to drive strategic initiatives
- Established regular cadence of communication to global 400-person HR organization to improve transparency from leadership; drafted communications on behalf of CPO
- Led annual HR budget planning process with responsibility for managing $30M operating budget

MCKINSEY & COMPANY New York, NY
Business Analyst 2016 – 2018
- New product development: Designed and implemented rapid speed-to-market, consumer-insight driven product testing process for Fortune 500 retailer, reducing product development calendar from 71 to 23 weeks
- New product evaluation: Developed patient and physician positioning and segmentation strategy for leading pharmaceutical company's new product launch to generate $120-200M revenue within 5 years
- Procurement optimization: Revamped sourcing strategy for leading apparel retailer to deliver 10-15% annual savings through optimizing vendor base, cost diligence, and sourcing processes
- Operations transformation: Created shared services location strategy for Fortune 500 technology company to generate $20M run rate savings and accelerate value capture during $1.6B operations transformation
- Growth strategy: Developed 5-year strategy for leading national ballet company to generate $3-6M annually
- Post-merger communications: Managed 30-person client team to plan, develop, and execute communications and training to 170,000 global employees during $25B tech merger

Additional

- **Pageants:** Miss CA USA 2019 1st Runner-up, Miss NY USA 2018 1st Runner-up, Miss Asia North America 2011
- **Awards:** All American Chinese Youth Federation 2019 California 30 Under 30, champion and finalist at 20+ amateur and collegiate ballroom dancing competitions
- **Languages:** Fluent in Mandarin, conversational in Cantonese and Spanish
- **Community:** Step Up Women's Network (mentor for underserved high school students), Asian Americans Advancing Justice, nonprofit consulting
- **Interests:** food blogging (blog reposted by the Michelin Guide), musical theater, volleyball, golf, esports

JOY Y. SHEN

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EDUCATION

Stanford Graduate School of Business & Stanford Graduate School of Education, Stanford, CA **Class of 2022**
Joint Master of Business Administration & Master of Arts in Education Candidate
Chief Operating Officer, MBA Student Association | Arbuckle Leadership Fellow | Social Management Immersion Fellowship

Dartmouth College, Hanover, NH **2013-2017**
Bachelor of Arts, Major in Economics | *cum laude* | College Honor List, Gamma Sigma Alpha Honor Society **GPA 3.7 / 4.0**
Involvements included: Greek Leadership Council (*Vice Chair*), Consulting Group (*President*), Orientation Team (*Lead)*

PROFESSIONAL EXPERIENCE

Edstruments (Education Financial Technology Startup) **Redwood City, CA**
Business Development Intern June 2021 – August 2021

- Developed strategic growth plan for expansion into three new sectors (including go-to market plan and target customer segmentation/prioritization) through 40+ user interviews, competitive analysis, and market research

Oliver Wyman **New York, NY**
Associate January 2020 – August 2020
Senior Consultant January 2019 – December 2019
Consultant July 2017 – December 2018
Representative project work includes:

- ***Product Launch for Shipping and Logistics Company:*** Drove the test, launch, and evaluation of a delivery route optimization tool to yield expected annual savings of $700M
- ***Operational Transformation for Shipping and Logistics Company:*** Drove a national network integration initiative to yield 20% cost savings, including evaluation of operational impact to all 500+ facilities (average daily volume of 8M packages)
- ***Growth Strategy Plan for Education Services Company:*** Created a three-year strategic growth plan, highlighting risk/reward tradeoffs based on data-driven market research
- ***Cost Optimization for Major Domestic Airline:*** *E*stablished standardized framework to evaluate cost reduction opportunities and derived profitability impacts of several network design scenarios, targeting >$130M in potential savings
- ***Sales Growth for Leading U.S Telecommunications Provider:*** Conducted diagnostics and executed retail store and digital (website and app) sales strategies yielding 10-40% lift in cross-sell rates through salesforce training/incentives and offer design

Altman Vilandrie & Company **Boston, MA**
Summer Analyst June 2016 – August 2016

- Evaluated competitive landscape to guide post-merger offer rationalization strategy for a leading Latin American telecommunications company through Spanish language research, focus groups, and client interviews
- Analyzed 5,000+ survey responses to simulate projected market shares for multichannel video programming distributors

McKinsey & Company **Shanghai, China**
Winter Analyst December 2015 – March 2016

- Performed secondary research and market due diligence on the relocation services industry
- Conducted leadership assessment interviews and analyses for a top 10 multinational pharmaceutical company

LEADERSHIP EXPERIENCE

Women of Oliver Wyman (Employee Resource Group) **New York, NY**
Global Communications Lead, Active Member July 2017 – August 2020

- Led all global communications initiatives, including creation of monthly newsletters and maintenance of employee resources
- Organized regular office events including skill workshops, external guest presentations, social events, panels and discussions

Core Consultant Group Council (Oliver Wyman) **New York, NY**
New York Office Consultant Committee Lead, Active Member January 2018 – August 2020

- Represented the ~200 consultants in Oliver Wyman's New York office to firm's executive committee and at regional meetings
- Spearheaded firm initiatives including work-life quality policies, cross-office surveys, and community-building events

SKILLS & INTERESTS

Languages: English, Mandarin (fluent), Spanish (business proficient), Arabic (conversational) | *Technical:* SQL, R
Interests: avid chef, baker, and hiker (most recent summit: Mt. Kilimanjaro) | amateur painter | gastronomy enthusiast | *a cappella*

Siyu Shi

(406) 852-5426 siyushi@stanford.edu linkedin.com/in/siyushi

Education

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration (MBA) *2022*
Stanford School of Medicine **Stanford, CA**
Doctor of Medicine (MD) *2022*
Master in Epidemiology (Biostatistics) *2021*
Rice University **Houston, TX**
BS in Chemistry (GPA: 4.0, Phi Beta Kappa) *2017*
University of Seville **Seville, Spain**
Medical Spanish, Spanish Cultural Immersion Program *2016*

Work Experience

Blackstone Life Sciences **San Francisco, CA**
Summer Senior Associate *2021 Summer*

- Scientific, clinical and commercial diligence and financial modeling for clinical-stage therapeutics and diagnostics

C3.ai **Redwood City, CA**
Machine Learning Data Science *2021 Summer*

- Will work with C3.ai (enterprise AI provider) as machine learning data scientist intern

Sofinnova Investments **Menlo Park, CA**
Biotech Venture Capital Fellow *2020 - 2021*

- Worked with investment teams for scientific and financial analyses on investment opportunities
- Planned business strategy for portfolio companies based on product-market fit and market projections

Mantra Bio **San Francisco, CA**
Data Scientist Consultant *2020 - 2021*

- Partnered with scientists, engineers, and product leads to identify goals for data analytics
- Built a data analysis platform and prediction models for computation-driven novel drug delivery platform with Python, R, SQL

twoXAR Pharmaceuticals **Mountain View, CA**
Owkin **New York, NY**
Business Development & Strategy Consultant *2020 - Present*

- Strategized early phase business development in partnership opportunities for AI-driven drug discovery platforms
- Managed projects in business outreach and portfolio management and collaborated with leadership to identify priorities
- Analyzed business landscape and recommended strategic directions for AI-driven drug discovery

Stanford Healthcare Consulting Group **Stanford, CA**
Senior Partner *2018 - Present*

- Led multi-disciplinary teams on hospital management projects targeting clinical flow, healthcare AI integration, data analytics that improve hospital financial and clinical performance
- Partnered with faculty advisors including CMO, physician leads and quality officers at Stanford to identify areas of needs

ND Capital **Woodside, CA**
Biotech Venture Capital Associate *2019*

- Led diligence process for early stage vaccines, therapeutics, research tools and platform technologies
- Researched market segments in computation platforms and therapeutics, strategized R&D directions for portfolio company

Research

Andrew Ng Lab **Stanford, CA**
Researcher in Medical AI, Clinical Outcomes *2017 - Present*
Harvard Medical School/MIT **Boston, MA**
Research Assistant in Biomaterials (Karp Lab) & in Neurosurgery *2016 - 2017*

- Co-authored on 33 publications (11 first authors) and 3 book chapters, delivered podium speeches at international conferences
- Worked with cross-functional teams with engineers and physicians on medical ML projects under the guidance of Andrew Ng, as well as clinical trials and studies for social media, digital health, hospital management, health policies, and patient outcomes
- Designed and tested next generation biomaterials, including nanoparticles and hydrogels for drug delivery applications

Awards

- American Academy of Neurology Medical Student Scholarship (2019, research fellowship)
- Chinese American Hematologist and Oncologist Network Young Investigator Award (2019, research scholarship)
- John P. McGovern Outstanding Premedical Student Award (2017, one of two at Rice)
- Arthur L. Draper Award (2017, highest recognition for undergraduate academic achievement)
- Owl Edge Summer Experience Fund (2016, Harvard Medical School internship scholarship)
- Rice Chemistry Travel Award (2016, podium presentation at American Chemical Society)
- Salsburg Memorial Fellowship (2015, research fellowship)
- Rice-in-Spain Study Abroad Scholarship (2015, Spanish language and cultural immersion program scholarship)
- PAIR - Caring Friends Volunteer Scholarship (2015, volunteer award for mentoring refugee students)

Additional

- Fluent in Mandarin, Spanish and English
- Enjoy hiking and learning new sports

Publications

Peer-reviewed articles/chapters **(10 first authors, 37 total)**:

1. **S. Shi,** I. Malhi, K. Tran, A. Ng, P. Rajpurkar. CheXseen: Unseen Disease Detection for Deep Learning Interpretation of Chest X-rays. Full paper and panel presentation. **Medical Imaging with Deep Learning (MIDL)**, 2021
2. **S. Shi**, A. Brant, A. Sabolch, E. Pollom. False News of a Cannabis Cancer cure. **Cureus** 11(1): e3918. doi:10.7759/cureus.3918. 2019
3. **S. Shi**, N. Sandhu, M. Jin, E. Wang, J. Jaoude, K. Schofield, C. Zhang, E. Liu, I. Gibbs, S. Hancock, S. Chang, G. Li, M. Hayden-Gephart, J. Adler, S. Soltys, E. Pollom. Stereotactic radiosurgery for resected brain metastases: single-institutional experience of over 500 cavities. **International Journal of Radiation Oncology • Biology • Physics (IJROBP)**, 106(4):764-771, 2020
4. **S. Shi**, J. Jaoude, R Kanwar, M. Jin, A. Amorin, V. Varanasi, E. Eisenger, R. Thomas, J. Moore. Neurological Adverse Effects due to Programed Death 1 (PD-1) Inhibitors. **Journal of Neuro-oncology**, 2020.
5. **S. Shi**, M. Jin, J. Koenig, I. Gibbs, S. Soltys, S. Hiniker, E. Pollom. Stereotactic Radiosurgery for resected Brain Metastases – Does the Surgical Corridor Need to be Targeted? **Practical Radiation Oncology**, 2020.
6. **S. Shi**, M. Jin, J. Koenig, I. Gibbs, S. Soltys, S. Hiniker, E. Pollom. Stereotactic radiosurgery for intracranial and spinal ependymomas. **Stereotactic and Functional Neurosurgery**, 97, 3, 189-194, 2019
7. **S. Shi**, R. Gupta, J. Moore, C. Griessenauer, N. Adeeb, A. Thomas and C. Ogilvy. De Novo AVM Formation Following Venous Sinus Thrombosis and Prior AVM Resection in Adults. **Journal of Neurosurgery**, 1-5, 2017
8. **S. Shi**, R. Diez-Barroso, P. Nguyen, P. Derry and V. Kumar. Development of peptide inhibitors of HIV transmission. **Bioactive Materials**, 1, 2, 109-121, 2016
9. **S. Shi**, R. Vissapragada, J. Jaoude, C. Huang, A. Mittal, E. Liu, J. Zhong, V. Kumar. Evolving role of biomaterials in diagnostic and therapeutic radiation oncology. **Bioactive Materials**, 5(2):233-240, 2020
10. **S. Shi**, R Kanwar, V. Varanasi, E. Eisenger, M. Iv, M. Hayden-Gephart. Impact of extent of surgical resection in glioblastoma. In preparation.
11. H. Zhuang, Y. Wang, C. Cheng, **S. Shi**. Anlotinib in combination with stereotactic radiosurgery versus stereotactic radiosurgery alone for the treatment of brain metastases of non-small cell lung cancer: A case-control study. **Cancer Communications**. Submitted. 2021.
12. H. Zhuang, Y. Wang, C. Cheng, **S. Shi**. The efficacy of anlotinib instead of glucocorticoids for edema induced by brain metastases in NSCLC patients with anti-PD1/PDL-1 immunotherapy. **Neuro-oncology**, 2020
13. A. Brant, J. Hinkle, **S. Shi**, O. Hess, T. Zubair, S. Pershing, G. Tabin. Artificial intelligence in global ophthalmology: using machine learning to improve cataract surgery outcomes at Ethiopian outreaches. **Journal of Cataract & Refractive Surgery**, 2021.
14. H. Zhuang, **S. Shi**, Z. Yuan, J. Chang. Bevacizumab treatment for radiation brain necrosis: mechanisms, efficacy and issues. **Molecular Cancer**, 18, 21, 2019
15. H. Zhuang, **S. Shi**, Y. Guo, Z. Wang. Increase of secondary mutations may be a drug-resistance mechanism for lung adenocarcinoma after radiation therapy combined with tyrosine kinase inhibitor. **Journal of Cancer**, 10, 22, 5371-5376, 2019.
16. M. Jin, **S. Shi**, A. Wu, M. Xiang, S. Soltys, S. Hiniker, G. Li, E. Pollom. Impact of Proton Radiotherapy on Treatment Timing in Pediatric and Adult Patients with Central Nervous System Tumors. **Neuro-Oncology Practice**, accepted.
17. H. Zhuang, H. Zhuang, **S. Shi**, Y. Wang. Ultra-low Dose Bevacizumab for Cerebral Radiation Necrosis: A Prospective Phase II Clinical Study. **OncoTargets and Therapy**, 12, 8847-8453, 2019.
18. H. Zhuang, Y. Wang, C. Cheng, **S. Shi**. The efficacy of anlotinib instead of glucocorticoids for edema induced by brain metastases in NSCLC patients with anti-PD1/PDL-1 immunotherapy. **Neuro-oncology**, 2020.
19. H. Zhuang, X. Li, **S. Shi**, Z. Yuan, J. Chang. Clinical efficacy of conventional dose versus ultra-low dose bevacizumab for the treatment of cerebral radiation necrosis: a double-center case-control study. **Cancer Communication**, accepted.
20. H. Zhuang, L. Tao, X. Wang, **S. Shi**, Z. Yuan, E. Wang, J. Chang. Tyrosine kinase inhibitor resistance increased the risk of cerebral radiation necrosis after stereotactic radiosurgery in brain metastases of non-small-cell lung cancer: A multi-institutional retrospective case-control study. **Frontiers in Oncology**, 2020
21. H. Zhuang, **S. Shi**, J. Yang. Treatment modes for EGFR mutations in patients with brain metastases from non-small cell lung cancer: controversy, causes, and solutions. **Translational Lung Cancer Research**, 8, 4, 2019
22. X. Niu, **S. Shi**, M. Kang, P. Kunz, H. Wakelee, K. Ramchandran. Good death in Asian cancer patients. In preparation.
23. J. Koenig, **S. Shi**, K. Sborov, E. Pollom. Adverse Radiation Effect and Disease Control in Patients Undergoing Stereotactic Radiosurgery and Immune Checkpoint Inhibitor Therapy for Brain Metastases. **World Neurosurgery**, 03, 110, 2019
24. V. Kumar, **S. Shi**, B. Wang, I. Li, A. Jalan, B. Sarkar, N. Wickremasinghe and J. Hartgerink. Drug-triggered and crosslinked self-assembling nanofibrous hydrogels. **Journal of the American Chemical Society**, 137, 14, 4823, 2015
25. A. Rahman, **S. Shi**, P. Meza, J. Jia, D. Svec, L. Shieh. Consultation delays prolong length of stay in in-patient unit. **Postgraduate Medical Journal**, 94, 1119, 1-5, 2019
26. H. Zhuang, X. Li, **S. Shi**, Z. Yuan, J. Chang. Clinical efficacy of conventional dose versus ultra-low dose bevacizumab for the treatment of cerebral radiation necrosis: a case-control study. **Frontiers in Oncology**, accepted.
27. K. Petrak, R. Vissapragada, **S. Shi**, Z. Siddiqui, K. Kim, B. Sarkar, V. Kumar. Challenges in translating bench to bed-side: pro-angiogenic peptides for ischemia treatment. **Molecules**, 24, 7, 1219, 2019
28. H. Zhuang, L. Tao, X. Wang Y. Dong, **S. Shi**, J. Wang, R. Yang, J. Li, C. Cheng, Y. Song, X. Wang, X. Yuan, E. Wang, J. Wang, J. Chang. Management of brain metastases in tyrosine kinase inhibitor-naive epidermal growth factor receptor-mutant non-small-cell lung cancer from the perspective of long-term radiation brain damage: A multi-institutional real-world analysis. **Molecular Cancer**, submitted.
29. M. Jin, E. Liu, **S. Shi**, I. Gibbs, R. Thomas, L. Recht, S. Soltys, E. Pollom, S. Chang, M. Gephart, S. Nagpal, G. Li. Evaluating Surgical Resection Extent and Adjuvant Therapy in the Management of Gliosarcoma. **Frontiers in Oncology**, 2020
30. M. Jin, L. Prolo, A. Xu, T. Azad, **S. Shi**, A. Rodrigue, S. Soltys, E. Pollom, G. Li, S. Hiniker, G. Grant. Patterns of Care and Age-Specific Impact of Extent of Resection and Adjuvant Radiotherapy in Pediatric Pineoblastoma. **Neurosurgery**, 2020
31. R. Motiei-Langroudi, M. Stippler, **S. Shi**, N. Adeeb, R. Gupta, C. Griessenauer, E. Papavassiliou, E. Kasper, J. Arle, R. Alterman, C. Ogilvy and A. Thomas. Factors predicting reoperation of chronic subdural hematoma following primary surgical evacuation. **Journal of Neurosurgery**, 129, 5, 1143-1150, 2018
32. C.J. Griessenauer, R. Gupta, **S. Shi**, A. Alturki, R. Motiei-Langroudi, N. Adeeb, C.S. Ogilvy and A.J. Thomas. Collar Sign in Incompletely Occluded Aneurysms after Pipeline Embolization: Evaluation with Angiography and Optical Coherence Tomography. **American Journal of Neuroradiology**, 38, 2, 323-326, 2017
33. V. Kumar, Q. Liu, N. Wickremasinghe, **S. Shi**, T. Cornwright, Y. Deng, A. Azares, A. Jake, N. Agudo, S. Pan, D. Woodside, J. Willerson, R. Dixon and J. Hartgerink. Treatment of hind limb ischemia using angiogenic peptide nanofibers. **Biomaterials**, 98, 113-119, 2016
34. V. Kumar, N. Wickremasinghe, **S. Shi** and J. Hartgerink. Nanofibrous snake venom hemostat. **ACS Biomaterials Science and Engineering**, 1, 12, 1300-1305, 2015
35. V. Kumar, N. Taylor, **S. Shi**, N. Wickremasinghe, R. D'Souza and J. Hartgerink. Self-assembling multidomain peptides modulate immune responses through biphasic release. **Biomaterials**, 52, 71, 2015
36. V. Kumar, N. Taylor, **S. Shi**, B. Wang, A. Jalan, M. Kang, N. Wickremasinghe and J. Hartgerink. Highly Angiogenic Peptide Nanofibers. **ACS Nano**, 9, 860, 2015
37. N. Wickremasinghe, V. Kumar, **S. Shi** and J. Hartgerink. Controlled Angiogenesis in Peptide Nanofiber Composite Hydrogels. **ACS Biomaterials Science and Engineering**, 1, 9, 845-854, 2015

Book chapters **(1 first author, 3 total)**:

- **S. Shi**, S. Soltys, E. Pollom. CyberKnife radiosurgery (book chapter). **Stereotactic Radiosurgery (SRS): Procedure, Results and Risks.**
- J. Shanika, **S. Shi**, Y. Wossenseged, R. Thomas. Treatment of Glioblastoma and Associated Imaging: A Neuro-Oncology Perspective (book chapter). **Glioblastoma: State-of-the-Art Clinical Neuroimaging**.
- E. Pollom, **S. Shi** and S. Soltys. Hypofractionated Stereotactic Radiosurgery for Intact and Resected Brain Metastases (book chapter). **Radiotherapy in Managing Brain Metastases.**

Presentations **(4 podium speeches, 22 total)**:

- R. Palleti, T. Jin, **S. Shi,** A. Ng, P. Rajpurkar. Predicting Myocardial Injury from Single-Lead Electrocardiogram Monitoring. Poster. (**Symposium on Artificial Intelligence for Learning Health Systems (SAIL)**, 2021)
- P. Soni, **S. Shi,** P. Sriram, A. Ng, P. Rajpurkar. Contrastive Learning Leveraging Patient Metadata for Sample-efficient Lung and Heart Sound Representations. Poster. (**Symposium on Artificial Intelligence for Learning Health Systems (SAIL)**, 2021)
- **S. Shi,** I. Malhi, K. Tran, A. Ng, P. Rajpurkar. CheXseen: Unseen Disease Detection for Deep Learning Interpretation of Chest X-rays. Poster. (**Symposium on Artificial Intelligence for Learning Health Systems (SAIL)**, 2021) & (**ACM Conference on Health, Inference, and Learning (CHIL)**, 2020)
- **S. Shi**, J. Jaoude1, N. Sandhu, E. Wang, K. Schofield, M. Jin, C. Zhang, E. Pollom, S. Soltys. Stereotactic Radiosurgery for Resected Brain Metastases – Does the Surgical Corridor Need to be Treated? **Podium presentation**. **American Society of Clinical Oncology**, 2019 & **International Stereotactic Radiosurgery Society Congress**, 2019.
- **S. Shi**, V. Kumar, J. Hartgerink. Neuroprotective Multi-Domain Peptide Hydrogel in Traumatic Brain Injury. **Podium presentation**. **American Chemical Society National Meeting & Exposition**, 2016.
- **S. Shi**, V. Kumar, J. Hartgerink. Peptide Hydrogel Drug Release, Interaction and Potential Application in Medicine. **Podium presentation**. **Regenerative Medicine at the Texas Medical Center**, 2015.
- **S. Shi**, V. Kumar, J. Hartgerink. Application of Multi-Domain Peptide Hydrogel in Medicine. **Podium presentation**. **Gulf Coast Research Symposium**, 2015.
- **S. Shi**, et al. Stereotactic radiosurgery for resected brain metastases: single-institutional experience of over 500 cavities. Poster. **American Society for Radiation Oncology**, 2019.
- **S. Shi**, J. Jaoube, R Kanwar, V. Varanasi, E. Eisenger, A. Amorin, R. Thomas, J. Moore. Neurological complications of immunotherapy PD-1 inhibitors. Poster. **American Association of Neurology**, 2019.
- **S. Shi**, G. Merlo. The Association of Adaptive, Accommodative, and Non-Adaptive Coping with Happiness: A Study of Premedical Students. Poster. **The Academy for Professionalism in Health Care 5th Annual Meeting**, 2017.
- M. Jin, L. Prolo, A. Wu, T. Azad, **S. Shi**, A. Rodrigues, S. Soltys, E. Pollom, G. Li, S. Hiniker, G. Grant. Patterns of Care and Age Specific Impact of Resection Extent and Adjuvant Radiotherapy in Pediatric Pineoblastoma. Podium presentation. **The Congress of Neurological Surgeons**, 2019.
- G. Merlo, E. Kilbride, **S. Shi**, A. Newell. The Association of Adaptive, Accommodative, and Non-Adaptive Coping with Happiness: A Study of Premedical Students. Poster. (**Physician Health and Wellness Exchange**, 2019.
- A. Rahman, **S. Shi**, D. Svec, L. Shieh. Delayed discharge in internal medicine unit. Poster. **Stanford Resident/Fellow Quality Improvement & Patient Safety Symposium**, 2018.
- K. Schofield, **S. Shi**, I. Gibbs, E. Pollom. Outcomes of Post-Operative Stereotactic Radiosurgery for Brain Metastasis in Patients with Breast Cancer Primary. Poster. **American College of Radiology Summer Internship Conference**, 2018.
- R. Motiei-Langroudi, **S. Shi**, N. Adeeb, R. Gupta, C. Griessenauer, E. Papavassiliou, E. Kasper, J. Arle, M. Stippler, R. Alterman, C. Ogilvy. Factors Predicting Inadequate Hematoma Evacuation and Recurrence in Chronic Subdural Hematoma. Podium presentation. **American Association of Neurological Surgeons Annual Scientific Meeting**, 2017.
- G. Merlo, **S. Shi**, A. Nikbin, S. Mittal, R. Bhardwaj, T. Brooks, J. Coverdale and T. Harris. Towards Physician Resilience: Enhancing Premedical Students' Coping with Depression, Anxiety, and Stress. Poster. **Beyond Resiliency Training Symposium**, 2017.
- Y. Wossenseged, S. Lewis, J. Lavezo, **S. Shi**, J. Pelpola, D. Born, L. Recht, R. Thomas. Plerixafor Inhibits Post-Irradiation Vasculogenesis in Glioblastoma Multiforme. Poster. **Stanford Institutes of Medicine Summer Research Program**, 2017.
- R. Gupta, C. Griessenauer, N. Adeeb, M. Chua, J. Moore, A. Patel, **S. Shi**, A. Thomas, C. Ogilvy. Evaluating Imaging Follow-up Strategies and Costs of Unruptured Intracranial Aneurysms treated with Endovascular Techniques: A Survey of Academic Neurovascular Centers in the United States. Poster. **New England Neurological Society Annual Meeting**, 2016,
- V. Kumar, N. Wickremasinghe, Q. Liu, **S. Shi**, A. Azares, R. Dixon, J. Hartgerink. Biodistribution and therapeutic efficacy of highly angiogenic peptides. Podium presentation. **Biomedical Engineering Society**, 2015.
- V. Kumar, N. Taylor, A. Jalan, B. Wong, **S. Shi**, J. Hartgerink. Proangiogenic multidomain peptide hydrogels. Podium presentation. **Materials Research Society Spring Meeting**, 2014.
- V. Kumar, **S. Shi**, N. Taylor, J. Hartgerink. In vitro and in vivo evaluation of proangiogenic multidomain peptides. Poster. **Advances in Tissue Engineering**, 2014.
- V. Kumar, B. Wang, I. Li, A. Jalan, **S. Shi**, J. Hartgerink. Self-assembling drug delivery vehicles direct angiogenesis and immune signals. Poster. **Biomedical Engineering Society**, 2014.

REUBEN SHORSER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate (GMAT: 770) June 2022
- Arbuckle Leadership Fellow, Product Club, Tech Club, VC Club

PRINCETON UNIVERSITY Princeton, NJ
Bachelor of Arts, Economics June 2014
- Princeton in Asia Fellow, Princeton Tutoring Mentor, Princeton Triangle Club Music Director

Experience

AMAZON | Senior Product Manager, MBA Intern Seattle, WA
Building ML-based tool to recommend high-performing product attributes for Private Brands June – August 2021
- Identified opportunity to increase revenue by $XX M by ingesting external data sources to enhance quality of recommendations and close product gaps
- Partnered with applied scientists and engineers to estimate tech resources required to build new capability at scale
- Conducted internal and external user interviews to identify unmet customer needs and generate new feature ideas
- Explored opportunity to shorten product development lifecycle by 25% using external search data to identify earlier signals of customer intent

FACEBOOK | Program Manager, AI Voice Assistant Menlo Park, CA
Voice Assistant enables natural language interaction across Facebook's portfolio of apps and devices November 2020 – May 2021
- Led user education strategy for AI voice assistant on new smart glasses hardware, addressing unique challenges of Facebook's first device without a graphical UI
- Collaborated cross-functionally with content design and engineering to design and launch user education content on Portal, supporting 6 new feature releases
- Identified user pain points on smart glasses hardware; collaborated with engineering to scope and prioritize a new technical solution, influencing engineering roadmap
- Headed effort to rename highly technical products to facilitate easier collaboration with partners; drove internal adoption
- Developed and launched first org-wide (900+) recognition program, gaining buy-in from senior leadership

JIANBING COMPANY | Co-founder and CEO New York, NY
Multi-unit fast-casual restaurant specializing in Chinese street foods January 2016 – August 2019

Growth
- Drove 5x revenue growth ($0.3M to $1.6M) over 3 years
- Increased average sale price 15% by designing and implementing new menu strategy bundling complementary products
- Launched strategic expansion to open 3 permanent locations in NYC and 5 weekly popup locations

Data Analysis
- Decreased COGS 37% by analyzing location sales and inventory data to identify and eliminate areas of waste
- Built model to project sales, COGS, and labor costs to evaluate expansion opportunities

Project Management
- Reduced labor costs 17% by supervising an overhaul of production methods to capture scale economies
- Directed sourcing, recipe testing, and staff training for 5 new product launches
- Managed relationships and led pricing negotiation with 3 national and 2 regional suppliers

Leadership
- Recruited, hired, and managed a diverse team of 25+ and retained employees for 11 months on average (5x better than industry)
- Designed and implemented quarterly 360-degree review system with performance-based raises (uncommon for restaurants)
- Developed 3 entry-level employees into senior managers through one-on-one coaching and mentorship

TRACTUS ASIA | Analyst Shanghai, China
Economic development consulting August 2014 – December 2015
- Advised 20+ New York State SMEs on Chinese market entry strategy on behalf of Empire State Development, New York's primary economic development organization
- Pitched investment opportunities to institutional Chinese investors in 5 cities on the Select USA 2015 Greater China Road Show

Additional

- Skills & Languages: SQL, R, Adobe Creative Suite; Mandarin Chinese (Conversational)

Siddarth Shrikanth

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EDUCATION

Harvard Kennedy School & Stanford Graduate School of Business **MPP/MBA Dual Degree** 2019-2022

- HKS: Kennedy Fellow (full tuition) | GPA: 3.91/4 | Sustainability Council rep. | Course Assistant – Environmental Leadership
- GRE: Verbal 170/170 (99th percentile) Quant 169/170 (96th percentile)

University of Oxford, Brasenose College **BA (Hons) Biological Sciences** 2013-2016

- Graduated with Double First Class (Honours) | Brasenose College Scholarship for highest mark in year
- Elected President of the undergraduate body (JCR), leading a committee of 25 to oversee faculty relations, college life and fundraising

WORK EXPERIENCE

Harvard University / Singapore PMO Researcher **Cambridge, MA** Summer 2020

Awarded grants by the *Mossavar-Rahmani Center for Business and Government* and the *Belfer Center* for two research projects:

1. Designing climate stimulus in the aftermath of Covid-19 - for Professor Joseph Aldy (ex-Obama administration)
   - Co-authored paper analysing 20 years of economic literature on energy efficiency programmes to better target stimulus schemes
   - Synthesised decarbonisation pathways to 2050, quantifying impact of short-term measures to complement long-term climate goals
2. Accelerating financing for natural climate solutions – for Singapore National Climate Change Secretariat
   - Led global landscape scan and gap analysis of nature-based carbon offsets across academia, government and industry
   - Developed insights to guide policymaking in Southeast Asia to enhance offset quality and accelerate demand and supply

World Bank Group Consultant, Urban Development Practice **Washington, DC** 2020

- Drafted new report on responses to the global waste pollution crisis, building on the flagship *What a Waste 2.0* report from 2018
- Synthesised best practices from global leaders and guided quantitative analyses by team of economists to generate updated projections

Financial Times Contributing Writer (previously Journalist) **Hong Kong** 2019-Present

- Joined the FT as a foreign correspondent in the Hong Kong bureau (as a direct hire from industry), before transitioning in late 2019 to become a regular contributor of op-eds and special reports while at graduate school
- Authored hundreds of pieces over half a year, covering topics including sustainability, finance, technology and regional politics
- Selected by editorial leadership to write front-page analysis and opinion pieces despite being one of the FT's youngest staff writers

McKinsey.org Regional Manager (Asia), Rethinking Recycling Initiative **London/Indonesia** 2018-2019

- Selected from an internal shortlist of 100+ consultants to join McKinsey's new sustainability-focused NGO on secondment, and the chance to move directly into a project manager role, which normally requires 2-3 further years of experience as an Associate
- Conceptualised novel cross-value chain approach to tackle plastic pollution through 25+ city visits and 100+ stakeholder interviews
- Negotiated partnerships with 6 biggest consumer firms in Indonesia, 3 national ministries, Denpasar City, and local start-ups & NGOs
- Hired and managed a team of 7 McKinsey.org fellows and consultants to implement a community-based recycling pilot programme
- Oversaw budget of ~$500k, and worked directly with national and international investors to secure scale-up funding

McKinsey and Company Business Analyst **London** 2016-2019

- Specialised in sustainability and economic development work across industries incl. government, finance, natural resources, technology
- Developed a broad set of functional skills incl. strategy, written and oral communication, and statistical and financial analysis
- Consistently awarded the highest rating (Exceptional/Distinctive) in Partner Committee reviews (top 5%)
- **Examples of projects -** *names and identifiable details excluded to protect client confidentiality*
  - Built a business case for a new sustainability strategy at a >$20bn extractives player spanning 10+ countries across 4 continents
  - Recommended technology interventions and supporting cost/benefit calculations to meet ambitious climate & conservation targets
  - Set up the Partnership on AI, a pioneering multi-stakeholder organization focused on 6 thematic areas incl. AI and the future of work, ethics of AI, and AI for social good. Signed up 50+ members, wrote the first strategic plan, and commissioned AI research
  - Co-authored an economic development agenda for London post-Brexit, carrying out economic modelling across 10+ sectors

ACTIVITIES, AWARDS & INTERESTS

Activities: Conservation volunteer in 6 countries (2012-2018) | Campaign Strategist for Liberal Democrats in 2017 UK election
Four-time member of the Indian National Debate Team at the World Schools Debating Championships | Mentor for McKinsey Venture Academy (2016-17) | Access volunteer at Brasenose, leading 30+ school visits and hosting workshops for 1000+ students
Awards: Kennedy Fellow (2019-2022) | EDF Climate Corps Fellow (2020) | Brasenose Scholar's Prize and Collections Prize '14-16 | Best Speaker (ESL) at World Schools Debate Championship | Nominee, National Child Award for Exceptional Achievement
Interests: Travel (70+ countries to date) | Scuba Diving (PADI Advanced) | Cricket (Captain, Brasenose College IInds)|Chess
Languages: Fluent in Tamil | Conversational Proficiency in Hindi and Bahasa Indonesia

JONATHAN SIKTBERG

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Education

STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Master of Business Administration Candidate — 2020-2022

VANDERBILT UNIVERSITY SCHOOL OF MEDICINE — Nashville, TN
Doctor of Medicine Candidate — 2017-2023

BAYLOR UNIVERSITY HANKAMER SCHOOL OF BUISNESS — Waco, TX
Bachelor of Business Administration — 2013-2017
- Majors: Business Administration, Finance // Summa Cum Laude // GPA: 4.0

Leadership

VANDERBILT UNIVERSITY SCHOOL OF MEDICINE — Nashville, TN
Student Curriculum Committee Member and Co-Chair — 2017-2020
- Elected by class as member of Curriculum Committee during first and second year
- Solicited feedback from 100 students to improve psychiatry clerkship
- Selected by administration as a Co-Chair of Curriculum Committee during third year
- Led organization to improve classes, clerkship, and curriculum at the medical school

Liaison Committee on Medical Education Independent Student Analysis Co-Chair — 2019-2020
- Composed, distributed, and analyzed 121-question student survey for the reaccreditation process
- Authored 62-page report on reaccreditation with 12 recommendations to executive administration
- Secured improvements in grading, student support, financial resources, and clerkship offerings

BAYLOR UNIVERSITY — Waco, TX
Presidential Search Committee Member — 2016-2017
- Served as the lone student on the 12-member committee, solicited input from 16,000 students
- Participated in all stages of search, culminating in the selection of Baylor's 15th president

Board of Regents Member — 2015-2016
- Selected as the lone student on the governing body of the University
- Proposed and designed blended learning pilot to bring active pedagogy to the classrooms
- Proposed and received approval for the addition of a second student regent position with voting rights

Club Swimming Founder and President — 2014-2016
- Founded Baylor's only swim team and assembled leadership group
- Built club membership and led team to 2016 Southwest Swim League Championship

Work Experience & Research

VANDERBILT UNIVERSITY SCHOOL OF MEDICINE — Nashville, TN
Student Researcher — 2014-2020
- Lead project evaluating effectiveness of bevacizumab step therapy for macular degeneration
- Lead clinical trial validating an at-home visual acuity chart for teleophthalmology
- Published in *IOVS, J Trauma Acute Care Surg,* and *Christian Ethics Today*
- Presented at Texas Academy of Science, AAMC Learn Serve Lead, ARVO, and ASRS annual meetings
- Working on projects on business of ophthalmology, thyroid eye disease, and microsurgery education

AFRICAN LEADERSHIP UNIVERSITY — Pamplemousses, Mauritius
Learning Model Intern — 2016
- Worked in curriculum design at a startup university focused on reimagining higher education
- Designed blended learning Math Readiness Course for incoming students to prepare them for college

Frances Simpson-Allen
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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022

- Section Representative; Student Association Senate Committee; SABF Mentor; GSB Show Cast

University of London – School of Oriental & African Studies London, UK
Bachelor of the Arts, International Politics 2012

- Parliamentary Intern to John Woodcock, MP; Founding President of SOAS Politics Society; FBF ParliaMentor

EXPERIENCE

UNITED NATIONS New York, Berlin, Cairo, Rome & San Francisco
Partnerships Lead, promoted ahead of schedule three times with varying roles of increasing responsibility 2013 – 2020

Strategy & Partnership Development

- Youngest member of the UN Secretary-General's team, managed multiple cross-departmental projects based on senior leadership's strategic priorities including the launch of the UN Sustainable Development Goals. Brokered and managed partnerships with business, government, media, philanthropy and activists to drive corporate sustainability practices, foster industry coalitions and shift consumer behaviour aligned with the Goals, including with Salesforce, Google, Facebook, Microsoft and Unilever
- Researched and tracked market, industry, policy and political trends to identify high impact interventions for climate change, sustainability and food security. Worked across departments to develop new initiatives, successfully pitch and secure funding in a high-pressure, low-budget environment
- Lead advisor to the UN Envoy on Youth on private sector engagement, future of work and emerging technologies developing policy briefs, white papers and new programmes. Represented the Envoy in various public forums

Program Management

- Devised and managed public health communications strategy for the Covid-19 pandemic, working with industry leaders to develop and seed unattributable content in global markets. Secured pro-bono media placement in 75+ countries with a market value in the billions of dollars including from Outbrain, Google, BBC, Getty, Adobe, Unsplash
- Pitched and secured funding for the creation of a new Global Advocacy Unit for the World Food Programme which synchronized political, programmatic and financial goals across its $7billion budget. Developed org-wide strategy, staff trainings and led a regional pilot in the MENA region. Increased funding from US despite hostile Administration and in 2020 the team won the Nobel Peace Prize
- Led a core team to launch the UN Young Leaders in a novel effort to leverage millennial influencers in support of sustainable policies. Inaugural year drove in >18,000 nominations from 186 countries for just 17 spaces, with marketing budget of zero. Managed the inaugural cohort including program development, mentorship, media and funding. Managed an inter-departmental process to develop the UN Secretary-General's global youth strategy

Strategic Communications

- Brokered and managed a multimillion-dollar partnership with YouTube + Tribeca Film Festival in 8 global markets, leveraging cutting-edge video sequencing technology to drive 37 million views and 120% increase in site traffic
- Drove a 60% increase in downloads and 11% increase in donations on WFP's ShareTheMeal app by overhauling their digital strategy and initiating a novel partnership with Facebook using their emerging tools across platforms
- Produced UN events, speeches, presentations and marketing materials on key topics such as sustainability, climate change, the future of work and food security. Managed C-suite media profiles, social accounts and public engagements across dozens of countries, liaising with journalists and industry partners

ADDITIONAL

Bread for the World: *Board member, Advocacy Committee* 2017-present
Robert F. Kennedy Human Rights, Young Leaders: *Board member, Campaigns Committee* 2013-2018
Public Speaking: *SXSW, Cannes Lions, Global Entrepreneurs Summit, Nexus Global Summit, Dreamforce, United Nations +*
Citizenship: US & UK

KATE SLIUNKOVA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **2020 - 2022**
MBA Candidate
Focus areas and involvement: Tech Club; Arts, Media and Entertainment Club; Education Club

THE NEW SCHOOL, New York **2018**
Design Thinking for Better Business (non-degree)

NATIONAL UNIVERSITY KYIV-MOHILA ACADEMY **2008 - 2012**
BSc in Sociology, GPA 4.0

PROFESSIONAL EXPERIENCE

CAPSULE, Digital Pharmacy, Chicago **Jul 2020 - Sept 2020**
New Market Entry MBA Intern
Series C health-tech company rebuilding pharmacy experience

- Analyzed healthcare industry datasets and historical data to identify segments with maximum revenue potential
- Designed and executed B2B market entry strategy and multichannel communication plan, achieving 30% higher than benchmark response rate
- Led 30+ pitch meetings and integration calls with healthcare providers
- Developed a Market Entry Playbook to accelerate future expansion

GRAY MATTER NYC, New York **Oct 2019 - Jun 2020**
Digital Strategy Consultant
Leading digital marketing agency for small and midsize D2C brands

- Led integrated digital marketing campaigns, including design, execution, and traction of success metrics for 10 D2C brands
- Leveraged web analytics to evaluate customer journey and identify bottlenecks for traffic growth, demand generation, and conversion
- Provided brands with recommendations on design directions, effective marketing messaging, and visual communication
- Spearheaded emergency response to COVID to maximize marketing efficiency and retain ROI of digital programs

HERSTORY WOMEN`S APPAREL, New York / Kyiv **Jan 2015 - Sept 2019**
Founder and CEO
Apparel line aiming to boost women's confidence

- Created a concept and led end-to-end technical development of the fashion apparel line including sourcing, sampling and testing
- Built go-to-market & marketing strategies to acquire 5k customers with 70% retention rate in D2C and 20+ retailers across 4 geographies
- Coordinated cross-functional international teams in Supply Chain, Production, Creative, and Marketing & Sales
- Partnered with 5 major apparel production sites and sourced materials internationally from China, Italy, and Turkey
- Launched customer knowledge and satisfaction survey program, analyzed market trends and needs, and monitored competition

Highlights: Featured in #100 Most Influential Women Entrepreneurs, Woman Magazine, Ukraine, 2018
Selected amongst 200 designers to represent Ukraine on granted SABIT program by US Chamber of Commerce, 2017

PERSONAL SHOPPER LONDON, London **May 2013 - Dec 2017**
Co-founder, Key Account Manager
Fashion concierge service targeting high net worth individuals across Europe, US and the Middle East, reached $1M turnover in 2017

- Acquired and managed 50+ key accounts, providing holistic pre- and post-sales customer support
- Participated in ideation and prototyping of PSL mobile app - personalized consumer experience for high-fashion shopping
- Expanded partner-coverage to London, Paris, Milan, and New York and built a logistics network for shop-to-door delivery across the globe
- Led ideation, technical development and market validation for private label products

SOCIAL ENTREPRENEURSHIP & INTERESTS

Launched pro-bono Fashion Business Consultancy Program **2018 - 2020**

- Wrote, produced and presented pro-bono webinar, to date: 4 two-hour webinar sessions
- Led one-on-one business consultancy with 12 mentees

Co-created Extracurricular Program for Professional Trade Schools **2016 - 2018**

- Created supplementary vocational curriculum for 10 trade schools for 8 distinct functional areas
- Developed calendar of industry speaker events & trade tours
- Created 15 paid internship positions for high-performing fashion technician graduates

Skills & Languages: Excel, R, KeyNote, SPSS, SalesForce, Adobe Creative Tools; English (fluent), Russian (native), Ukrainian (native), French (intermediate)

Interests: behavioral physiology, photography, color theory, UX-design, acrobatics

Mirrin Snel

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EDUCATION

Stanford Graduate School of Business — **Stanford, United States**
MBA Program — 9/2020 – present

Technical University of Denmark — **Lyngby, Denmark**
MSc Eng Sustainable Energy – Electric Energy Systems (GPA 11.7/12) — 9/2015 – 6/2017

- Chairman of the Sustainability Committee at Nordisk Kollegium (120 people community)
- Participant of the Climate-KIC Summer School 2017, a European summer program focused on climate entrepreneurship. Awarded "Best Business Plan"

VU University Amsterdam — **Amsterdam, the Netherlands**
BSc Science, Business & Innovation (GPA 8.2/10 Cum Laude, with Honour) — 9/2011 – 1/2015

- Honours Programme participant, obtaining 30 additional credits from the honors curriculum
- Clubs and committees: Student member of the Faculty Education Board, Treasurer of Study Association S.V. Subliem, Prospective Student Counsellor and face of the Bachelor campaign 2013
- Chairman of the Sponsor Committee of Student Rowing Club A.S.R. Nereus
- Selected Participant of the Netherlands Asia Honours Summer School 2014, an honors program consisting of a summer program at Fudan University Shanghai and a research project for Unilever

EXPERIENCE

McKinsey & Company - Consultant (full-time) — **Amsterdam, the Netherlands**
1/2018 – 8/2020

- Worked on 10+ client engagements, primarily focused on (growth) strategy in the energy industry. Project work included:
  - Assessing future market size for renewable energy OEM to determine customer segment and geographical focus
  - Developing organizational structure redesign proposal for 2,000+ fte client, working with entire senior leadership team to co-create org design and support implementation
  - Coordinated implementation of key strategic transformation initiative across 10 geographical teams
  - Building DCF model and preparing internal investment proposal for in-store retail digital innovation
- Taught multiple of global week-long training programs for consulting staff
- Led local office sustainability initiatives (including implementation of waste reduction initiative saving 60k bottles/year)
- Led team of 5 organizing annual EMEA Flagship Women Leadership event

Eneco Energy Trade - Research intern (full-time) — **Rotterdam, the Netherlands**
Energy trading department of the second largest energy utility in the Netherlands — 2/2017 – 6/2017

- Developed a self-scheduling power trading model to optimize short-term trade for wind and gas assets, proving a 6% profit improvement for using a portfolio (VPP) trading strategy

Technical University of Denmark - Teaching assistant (6 hrs/week) — **Lyngby, Denmark**
Master courses "Modeling and Analysis of Sustainable Energy Systems using OR" and "Mathematical Prog. with Modelling Software" — 9/2016 – 1/2017

Boston Consulting Group - Visiting Associate (full-time internship) — **Copenhagen, Denmark**
5/2016 – 7/2016

KPMG Management Consulting - Intern at Innovative Startups (full-time) — **Amstelveen, the Netherlands**
1/2015 – 4/2015

- Monitored and analyzed startup landscape to scout potential target startups for clients

Royal HaskoningDHV - Research intern (full-time) — **Amersfoort, the Netherlands**
International engineering consultancy and project management firm — 9/2014 – 12/2014

- Developed and implemented a framework to assess the impact of companies on biodiversity and ecosystem services

WisCat Bijles - Math tutor (6 hrs/week) — **Amsterdam, the Netherlands**
8/2013 – 1/2015

- Tutored college students studying to become a school teacher in one-on-one sessions

ADDITIONAL

Interests: Rowing (100km Ringvaart Regatta 2013), diving (Advanced Open Water Certificate), reading (particular fan of frame stories), hiking (highest summit 5,416m), salsa dancing, piano playing
Languages: Dutch (Native), English (Fluent), Danish (Basic)
Technical Competencies: Python (expert), MATLAB (expert), Gurobi (expert), GAMS (expert), R (moderate)

AMANDA CLAIRE SO

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EDUCATION

Stanford Graduate School of Business, Stanford, CA **September 2020 – June 2022**

- MBA + MS in Environment and Resources Candidate
- Accel Leadership Program, Fellow
- Engineers for a Sustainable World, Team member

Stanford University, Stanford, CA **September 2011 – June 2015**

- B.S., Management Science & Engineering. Concentration in Financial and Decision Engineering. Economics minor.
- Coursework includes: statistics, stochastic modeling, economics, financial analysis, and optimization.
- Walked-on to the Stanford Women's Lightweight Division I Rowing team. Earned 2 gold medals at WIRA championships.

EXPERIENCE

Manager - Data Engineering, Nuna Health, San Francisco, CA **September 2019 - August 2020**

- Foster career development and professional development for 7 Data Engineers
- Drive automation of data ingestion and data quality assurance across all products
- Identify and prioritize work across all products and business lines, create plans for execution
- Developed over 50 automated data quality checks for terabytes of data across all clients and products

Analyst - Data Operations, Nuna Health, San Francisco, CA **October 2017 - September 2019**

- Led proof of concept work to enable data quality and ingestion speed, at scale
- Developed and maintained provider database used in pcp-matching product
- Led development of domain-specific standardizers to automate data transformation in new pipeline
- Used sql, .yaml configurations, python, and scala to develop and maintain data pipeline

Rotational Analyst, Citi Private Bank, San Francisco, CA **June 2015 – October 2017**

- Investment Finance Risk Analyst: evaluate risk in credit underwriting for deals totaling approx. $890,000,000.00 between 2015 and 2017
- Private Equity Capital Call analyst: assess risks and loanable value for private equity funds
- Investment Management Analyst: evaluate portfolio allocations and provide optimal solutions

Business Analyst Intern, Ericsson, Plano, TX **June 2014 – September 2014**

- Identified approximately $1,000,000 in unutilized funds
- Established process for financing outsourced labor; adjusted department structure to align with newly implemented Core Competency Model
- Team Lead for Ericsson's nation-wide collaborative Intern project (Big Data for Bigger Learning)

ADDITIONAL INFORMATION

- Volunteer coordinator and panelist (topic: navigating difficult conversations about money) for QB25 - Questbridge's first summit bringing together over 1,200 Questbridge scholars, affiliates, and alumni
- Member of the Stanford Young Alumni Philanthropy Council
- Volunteer with Stanford Professionals in Energy
- Mentor for East Bay College Fund and Mentor for iMentor
- 2nd place winner of the 11th annual 2016 Northpoint Gingerbread House Decorating contest

Archana Sohmshetty

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, *Stanford CA* **May 2022**
Masters of Business Administration Candidate
- Deferred Admit (offered admission June 2017)

UNIVERSITY OF MICHIGAN, *Ann Arbor, MI* **May 2017**
B.S.E. Industrial and Operations Engineering
- GPA: 3.9/4.0, GMAT: 750
- Honors/Awards: Dean's List (all semesters), Regents Merit Scholarship, William C. Ford Jr. Scholarship
- Courses: Data Processing, Human Factors in Computer Systems, Optimization Methods, Ergonomics
- Leadership: Community Service Chair of Phi Chi Theta; Production chair of Bollywood dance team; Volunteer manager for Michigan Coalition For Financial Literacy; VP of Michigan Commodities Group

EXPERIENCE

ROBLOX, *San Mateo, CA* **Aug 2019 – Aug 2020**
Business Operations & Strategy Associate
- One of three BizOps team members providing objective, data driven support across 800 person company
- Built model to uncover and forecast trends in virtual economy, user spending, subscription product performance, and developer payments, providing key insights to CFO, management team, and board
- Helped raise $500mm in Series G financing by presenting subscription business and forecast to potential investors, answering business due diligence requests, & organizing team work streams (Feb 2020)
- Performed business intelligence, financial, and data analyses using SQL, Tableau, and Excel, delivering hundreds of analyses to management, board members, investors, and cross functional product teams
- Innovated and implemented a system to quantify BizOps team integration with various product groups across the company, enabling greater team prioritization, self-organization, and efficiency within BizOps

J.P. MORGAN CHASE & CO., *New York, NY* **Summer 2016, June 2017 – Aug 2019**
Investment Banking Analyst, Media & Communications (M&C) Coverage
- Prepared valuation analyses, operating and FCF models, merger and LBO models, and C-Suite presentations for M&A, debt financings, and equity capital markets transactions
- Spearheaded AR / VR client outreach by screening and synthesizing 400+ potential AR/VR clients and presenting potential relationship opportunities and industry insights to sector leads
- Helped organize M&C investor conference with hundreds of investors, clients, and bankers in attendance by scheduling investor meetings, coordinating client events, and preparing presentation materials

Select transaction experience

Advisor and designated sponsor to STX Entertainment for Hong Kong IPO – Withdrawn Aug 2018
- Built operating model including historical and future film, TV, and shortform/VR releases, sensitizing box office performance, release date, number of releases, and revenue distribution across theatrical windows
- Assessed value proposition, competitive strengths, and growth strategy to draft key sections of A-1 filing
- Constructed management presentations to position STX to pre-IPO cornerstone and anchor investors

Advisor to The Madison Square Garden Company on exploration of spin-off of sports assets – June 2018
- Analyzed potential value creation from spin-off by using sum-of-the-parts, broker research, and discounted cash flow analyses to determine pro forma share price range

Advisor to Gogo Inc. on $215mm convertible notes offering – Nov 2018
- Assessed strategic and financial solutions to help company management navigate through financial and operational distress using future share price analysis, merger model, and dilution analysis

J.P. MORGAN CHASE & CO., *New York, NY* **Jan 2015 – Dec 2015**
CIB Global Technology Business Analyst – *Part-time and internship*
- Implemented information retrieval algorithm and multithreading solution in Credit Default Swap valuation program, increasing program speed by 80%
- Constructed validation models in Excel to extract and analyze 50+ log files, verifying speed improvements

OTHER ACHIEVEMENTS
- National winner of InvestWrite Competition hosted by the SIFMA Foundation
- Author of two non-fiction books: "Skipping A Grade: Insights and Advice" published in November 2011 (ISBN: 978-1466222905) and "School Skills for the Facebook Generation" published in August 2013 (ISBN: 978-1491040287), both available on Amazon.com
- Filed provisional patent (PCT application) for swappable, stackable batteries in electric vehicles

SKILLS AND INTERESTS
- SQL, Tableau, C++, HTML, CSS, Java, Python, Excel, Powerpoint
- Immersive technologies (AR / VR, the metaverse, gaming), dance, aerial yoga, science fiction, writing

Caroline A. Sohr

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate, Class of 2022 — Current

Dartmouth College — Hanover, NH
Bachelor of Arts in Psychology, magna cum laude — 2012 – 2016

- GPA: 3.87/4.0
- Honors: Phi Beta Kappa, 2016 Rufus Choate Scholar (top 5%), three citations for meritorious academic performance
- Let's Get Ready (Director): led SAT prep program that helped under-resourced students improve scores by as many as 300 points
- Research, Writing & IT Center (Tutor): coached peers in all aspects of the writing process to help them improve their papers

PROFESSIONAL EXPERIENCE

Hellman & Friedman — San Francisco, CA
Investment Associate — July 2018 – July 2020

- Received top rating ("distinguished") throughout associate tenure
- **Grocery Outlet (GO): Board Observer; $1 billion Dividend Recapitalization; $435 million Initial Public Offering**
  - Partnered with senior management, including CEO and CFO, on financing transactions and operating initiatives
  - Developed analysis comparing IPO and private sale returns that bolstered team's conviction that IPO would maximize value
  - Co-developed IPO equity story and marketing materials that conveyed GO's unique value proposition, operating model, culture, and growth potential to public market investors. Offering attracted robust demand from marquee investors, resulting in best-in-class oversubscription; priced $5 above filing range for highest ever file-to-price increase for a U.S. discount retailer
- **€1 billion Minority Investment in Action, Leading Non-Food Discount Retailer in Europe**
  - Relocated to London for ~6 week diligence process to lead analysis of competitive positioning, whitespace, and cyclicality
  - Served as thought leader on detailed analyses of company pricing advantage and customer segmentation that were critical to developing thesis that target is a highly differentiated discount retail franchise and an attractive investment opportunity
- **Potential Investment in $3.5 billion Software Company**
  - Co-managed team of 40+ accountants, lawyers, and consultants to deliver financial assessment of target company
  - Aggregated inputs and judgments from every team involved in due diligence process into highly complex financial model
  - Developed framework for evaluating cyclicality of the target's unique revenue model. Analysis illuminated target's macroeconomic sensitivity and recession scenario risk and was a key input into firm's decision to reduce our bid
- **Internal Firm Leadership / Contributions**
  - Selected as sole associate representative on committee that restructured firm's leadership development model and implemented new evaluation process; efforts resulted in meaningful increase in satisfaction with review process
  - Helped develop proprietary quantitative valuation framework used in every investment committee discussion

Goldman Sachs & Co. — New York, NY
Investment Banking Analyst: Consumer Retail Group (CRG) — July 2016 – July 2018

- Received top bracket ranking throughout tenure at GS and was offered early direct promotion to associate
- **Ongoing Advisory of $150+ billion Marquee Food and Beverage Client**
  - Involved with 20+ unique and often concurrent projects, including potential $70 billion transformative cross-border acquisition, potential $5 billion separation of non-core division, and numerous bolt-on acquisitions and debt financings
  - Entrusted with owning wide-ranging and in-depth analyses for regular management meetings; worked directly with client M&A team to vet financial assumptions, refine models, and develop CEO and Board presentations
  - Coordinated internal teams across business divisions and geographies, including Europe, Asia, and Africa; synthesized inputs to create cohesive models and materials used to guide regular client dialogue on M&A and capital markets opportunities
- **Sale of Too Faced Cosmetics to The Estée Lauder Companies for $1.45 billion**
  - Liaised extensively with client throughout sell-side process during first few months as an analyst; worked with Too Faced CFO and VP of Finance to prepare marketing materials, refine financial model, and coordinate due diligence process
- **Internal Firm Leadership / Contributions**
  - Selected to create annual Consumer Retail think piece on sector trends and outlook, which was broadly distributed to clients
  - Led CRG Social Committee in planning 20+ teambuilding events including 150-person trip to Utah and 75-person offsite
  - Involved with Dartmouth and CRG recruiting; one of three selected from class of 20 to represent CRG at Intern Sell Day

PERSONAL

Community: Former Board Member at Synergist, a network of young female investors; ad hoc volunteer writing tutor at 826 Valencia
Interests: running half marathons, daily meditation (last four years), crossword puzzles, historical fiction novels

NANCY SONG

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

STANFORD UNIVERSITY SCHOOL OF MEDICINE Stanford, CA
MD Candidate 2022

- Sara Singer Research Group (Undergraduate Researcher)

PRINCETON UNIVERSITY Princeton, NJ
Bachelor of Arts, Chemistry, summa cum laude 2017

- Sigma Xi Honor Society, Certificate of Excellence in Chemistry
- SVC Meals on Wheels (Project Leader and Co-Founder); Haw Yang Lab (Undergraduate Researcher)

Experience

PACIFIC FREE CLINIC San Jose, CA
Free clinic serving uninsured individuals in Santa Clara county
Financial Officer 2017-2019

- Oversaw the clinic budget: maintained financial records and prepared expenditures reports, coordinated reimbursements for over 300 volunteers, and applied for funding from institutional and external sources
- Managed clinic supplies for over 1000 patients seen throughout the year
- Reduced medical supplies expenditures from $6000 to $2000 through MedShare grant
- Successfully applied for $31000 grant from the Associated Students of Stanford University.

STANFORD UNIVERSITY Stanford, CA
Teacher's Assistant in Health Policy Seminar 2018

- Organized and managed medical school seminar of nine speakers from healthcare legislature, policy research, and patient advocates
- Achieved highest enrollment for course at 70 students and an average rating of 4.7/5.0

MCGRAW CENTER FOR TEACHING AND LEARNING Princeton, NJ
McGraw Center for Learning Tutor 2014-2017

- Instructed peers in individual and group settings by focusing on content review, studying methods, and available resources and identifying study habits most suitable for individual learning styles
- Courses tutored: linear algebra, multivariable calculus, calculus-based physics, organic chemistry, general chemistry, statistics
- Tutees' grades, on average, improved one letter grade

Additional

- Languages: Professional proficiency in speaking, reading, and writing Mandarin
- Technical Skills: C, Java, Python, Perl, MATLAB, R, HTML
- Community Service: Stanford Medical School Flu Crew
- Research Publications:
  - N. Song and H. Yang {J. Phys. Chem. A}, 121, 5100-5109 (2017)
  - S. Yin, N. Song, H. Yang, {Biophys J}, pii: S0006-3495(17) 31237-7 (2017)

WILLIAN SORG

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, *Stanford, CA* *9/2020 – Currently*
Master of Business Administration, Class of 2022

- Brazil at Silicon Valley Co-President, Board Member – *nonprofit that connects Brazilian and global leaders to drive technology & innovation*

FEDERAL UNIVERSITY OF SANTA CATARINA, *Florianópolis, Brazil* *8/2010 - 12/2015*
BEng in Mechanical Engineering

- Class Orator, Graduation Committee President, UFSC Formula SAE member (student-led auto racing team), PET-MA Group Leader (special training program to develop advanced R&D projects; 12-members out of 3,000+ Engineering undergraduates)

UNIVERSITY OF GRONINGEN, *Groningen, Netherlands* *8/2013 - 7/2014*
MSc of Industrial Engineering and Management academic exchange; CNPq full merit-based scholarship

PROFESSIONAL EXPERIENCE

ISAAC | *EdTech offering vertical tech platform & payments to k-12 schools in Brazil; grew to 400+ employees and 300+ schools in 11 months*
MBA Intern, *São Paulo, Brazil* *08/2021 - 09/2021*
Led development of confidential business model and long-term product strategy for high-potential business vertical. Worked alongside co-founders and CEO to assess strategic value and to define next steps to integrate opportunistic acquisition

SQUADRA INVESTIMENTOS | *$3B Fundamental Equity Hedge Fund managed by renowned Brazilian investor Guilherme Aché*
MBA Intern, *Rio de Janeiro, Brazil* *06/2021 - 08/2021*
Evaluated public investment opportunities in tech and e-commerce; led end-to-end business and market due diligences; built detailed financial models and interviewed management teams, customers & industry experts. *Selected experience:*

- Big Tech stock pitch: Built in-depth investment thesis and presented office-wide pitch for $1T+ U.S. listed stock
- IPOs of Brazilian retail platform & e-commerce fraud detection: Supported analyses that culminated in fund anchoring IPO

BOSTON CONSULTING GROUP
Consultant, *Philadelphia, PA* *10/2019 - 08/2020*
Led major project workstreams, with responsibility over content and overall solutions. Owned relationships with senior client executives, driving communication & decision-making. Managed & mentored junior Associates in solution modules. *Selected experience:*

- Investment assessment for F&B producer: Led analyses and C-Level discussions for $2B investment to transform distribution
- Hygiene products go-to-market strategy: Headed effort to reverse declining sales, reviewing sales priorities & resource allocation
- Operating model for PE Mega Fund: Led overhaul of valuation, analytics & reporting processes, presenting to C-Suite executives

Senior Associate, *Philadelphia, PA & Darmstadt, Germany* *10/2018 - 9/2019*
Selected for Associate Abroad Program (one of 36 Associates worldwide). Owned complex problem solving with direct bottom-line impact, interacting with senior-level executives; received perfect scores on all internal reviews for all dimensions. *Selected experience:*

- Go-to-market strategy for $6B F&B producer: Designed strategy & sales plans for top four customers worth $2B in revenue
- Life sciences logistics optimization: Redesigned supply chain network across 90+ countries to reduce distribution costs by $30M

Associate, *São Paulo - SP, Brazil* *10/2016 - 9/2018*
Held highly analytical roles, leading analyses to support clients in critical strategic decisions. *Selected experience:*

- Energy growth strategy: Evaluated & pitched $5B+ investments to C-Suite; path forward led to 4x stock returns in three years
- Digital strategy for auto insurer: Designed plan to defend leadership position & prioritize investments in digital transformation
- Led recruiting efforts at *alma mater* UFSC for 1.5 years

FALCONI | *Leading Brazilian management consulting firm established by Vicente Falconi, operating in over 30 countries*
Intern (Full-Time), *São Paulo, Brazil* *08/2015 - 02/2016*
Selected for one of 25 internships (out of over 6,000 applicants). Placed with on-site team at corporate client throughout internship

ADDITIONAL INFORMATION

Languages: Portuguese (Native), English (Fluent), Spanish (Intermediate), and German (Basic)
Other Activities: São Paulo Local Coordinator, Students for Liberty (*2015-2016*); UFSC PET-MA Student Mentor (*2017-Present)*

José Ignacio Soto

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Master of Science in Managament, Sloan Fellow — 2022

NEW YORK UNIVERSITY — New York, NY
Master of Business Administration
2015

UNIVERSIDAD PONTIFICIA BOLIVARIANA — Medellin, Colombia
Bachelor of Science, Electrical Engineering — 2007

Experience

MAAJI — Medellín, Colombia
CEO — 2018-2021

- Provide strategic leadership for private equity owned largest Colombian swimwear company to establish long-term goals, strategies, plans and policies.
- Reoriented Maaji's focus to e-commerce, obtaining YoY revenue growth of 98% and EBITDA growth of 105% during FY2021 with a 22% e-commerce share on total revenue.
- Deployed in-house manufacturing facility to sew 22% of total produced garments with cost savings of 17%.
- Redefined the company's vision to "We deliver Maajic", developing two new business lines (Protective wear and Loungewear) which represented 14% of total revenue.
- Launched first eco-friendly swimwear collection in the market obtaining Designer of the Year Award at the most renowned European swimwear show: UNIQUE by Mode City.

COO — 2017-2018

- Implemented sourcing, quality, social and product compliance, supply planning, warehousing, logistics, distribution, and other efficient supply chain processes.
- Improved fulfillment rate on orders received from 63% in 2016 to 92% in 2017 while meeting financial targets on finished product inventory levels.
- Helped 32 third-party manufacturing facilities to become legally compliant businesses and learn best practices on business finance and operations management.

UBER — Medellín, Colombia
Director of Operations — 2015-2016

- Achieved 7x city growth in 2nd semester of 2015 to become the 2nd largest city in Colombia in number of trips.
- Became the 3rd city with highest growth rate in number of trips worldwide after one year of operation.
- Created the first Mobile Driver Support and Onboarding Center, an innovation replicated around the world.
- Launched UberEats in Colombia, onboarding over 10.000 delivery partners in 3 weeks and achieving 133% of projected orders during first month of operations.

BANCOLOMBIA — Medellín, Colombia
Credit Risk Analyst — 2011-2013

- Created an automated method for generating credit portfolio reports, reducing the process by 60%.
- Summarized the credit risk status of the bank's credit portfolio to the Board of Directors.
- Simulated additional levels of provisions based on regulatory framework.

CADENA — Medellín, Colombia
Research and Development Analyst — 2007-2010

- Delivered new products and services focused on digital and electronic media solutions.
- Coordinated R&D interaction with marketing, sales, finance, supply chain areas and the presidency.

Additional

Languages: English, Spanish, French, Portuguese, German
Hobbies: Table Tennis, half marathons, soccer memorabilia, playing the trumpet

FERNANDA SOTTIL DE AGUINAGA

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate *2022*

INSTITUTO TECNOLÓGICO AUTÓNOMO DE MÉXICO (ITAM) **Mexico City, Mexico**
B.S. in Industrial Engineering and *B.S. in Business Engineering* *2015*

- Awarded Best Thesis in Class, Summa Cum Laude, GPA: 9.31/10 - Top 3%

UNIVERSITÄT ZU KÖLN **Cologne, Germany**
Exchange program focused on logistics and supply chain *2014*

Experience

UBER **Mexico City, Mexico**
Sr. Regional Strategy & Operations Manager *Aug. 2019 – Sept.2020*

- Launched first-of-its-kind promotion tool for restaurants to fund discounts through Uber Eats. Total deliveries increased +1M in 3 months, generated 6% in incremental GBs, and shifted $5M USD in annual promotional expenses from Uber to restaurants. Tool reduced Uber's promotion costs by 30%
- Led efforts to identify, synthesize, and quantify opportunities in 20 markets in LatAm for US engineering teams to support. Supported launches of +25 restaurant products and features, including new menu tool and restaurant analytics dashboard
- Led Uber Eats' women recruiting efforts in universities and professional associations
- Oversaw recruiting and training for Uber Eats in 15 LatAm countries. Screened +50 potential candidates. Onboarded and supported 100+ new employees in recently launched teams in Mexico, Brazil, and Chile

Operations & Logistics Manager

- Directed cross-functional 2019 planning cycle for restaurant operations in LatAm, aligning up to 10 Uber functional teams on quarter, half, and full-year plans. Defined 10 mission-critical KPI's. Programmed dashboards to track targets along metrics
- Developed process to train 20K+ restaurants at scale, improving quality metrics by 5-7%, (gains of $3M annual USD)
- Helped create 30% of restaurant support policies, reducing costs by 20%, resulting in annual savings of $6M USD
- Member of four-person launch teams in Colombia and Costa Rica. Managed team of 10 in each country. Onboarded total of ~650 restaurants and 2K couriers to launch both countries. Spent one-third of time traveling

EMMA **Mexico City, Mexico**
Online B2B and B2C platform that provided quality of life to elderly through high-quality companions in the comfort of their homes
Co-Founder and COO *Jun. 2015 – Jul. 2017*

- Synthetized business model and recruited three co-founders. Designed, executed, and optimized all operational processes
- Recruited and trained team of 12 full-time employees in operations, sales, engineering, marketing, geriatrics, and eldercare
- $750K USD in revenue over 2 years of operation. Provided +30K companionship sessions or +70K hours, designed funnel acquisition strategy that resulted in +200 clients and 70 companions, reaching +1K women that applied to join as companions
- Fundraising: Raised $35K USD from grants, $150K USD from individual investors and $150K USD from government funds
- Accelerator: Competed among 200 teams and secured a spot at MIT Delta V accelerator program. While in Boston, refined target market, ran first pilots of service, established board with MIT mentors, and closed first partnership with senior home
- Entrepreneurship Awards: First Place and Social Impact Prize, GSEA Competition by Entrepreneur's Organization (EO) Mexico and Thailand (2016), Village Capital Finalist (2016), First Place at TechStars Pre-Accelerator (2015), Google Launchpad (2015)

Additional

- EPIC Lab - Mentor for Student Entrepreneurs *(2017 - Present):* Mentoring student entrepreneurs to help them solve unfamiliar problems and navigate blind spots in their ventures. Mentored +15 teams to date.
- Vesta Charity *(2020)*: Raised +$25K USD by bringing together 600 cyclists to cycle 105 km, promoting education and inclusion
- Cima de tu Vida *(2018 - 2019):* Co-led project to empower homeless youth through mountaineering. Trained 30 teens to climb Mexico's highest peak. Raised $15K USD
- Fundación México en Harvard *(2011 - 2014)*: Led foundation's funding initiatives, raised awareness among Mexican applicants
- Fully fluent in English and Spanish (native). Proficiency in French and German
- Three years of experience in SQL
- Cycling and mountaineering, enthusiastic about nature, cooking, languages and alternative rock music

Alex Southmayd

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Pear VC Fellow; President of Venture Capital Club
- Student Association Member, Tech & Comms Committee
- Member of Entrepreneurship and Tech Clubs
- 780 GMAT

BOSTON UNIVERSITY Boston, MA
Master of Education, Curriculum and Teaching 2017

AMHERST COLLEGE Amherst, MA
Bachelor of Arts, Law, Jurisprudence and Social Thought; French 2015
- Captain, Varsity Squash team junior and senior year
  - MVP, CSA Scholar Athlete Award, Student-Athlete of the Month, and 3x NESCAC All-Academic Award
- Senator, Amherst Association of Students
- Lead Mentor at Reader to Reader, Inc. (work-study at literacy non-profit)

Experience

BOUNDLESS VENTURE CO. Remote
Entrepreneur in Residence 2021
- Conducted market analyses, customer discovery interviews, and PM roadmapping to launch BVCO's next startup in the vertical SaaS space

LYFT Boston, MA
Senior Team Lead, Local Acquisition 2019 - 2020
- Developed scalable sales process and trained peers on implementation, leading to promotion to Senior Lead (2nd in history of the role, despite being youngest team member)
- Hired full-time Associate and created daily, weekly, and monthly sales plans to exceed quota; earned the rank of #1 of 25 teammates nationwide for 2019

Local Acquisition Lead, New England 2019
- Sourced leads and conducted in-person meetings with more than 200 dealerships, resulting in contracts with top-20, multibillion-dollar dealer groups, including Herb Chambers, Prime Automotive, and Group1 Auto
- #1 performer of month-long pilot program, paving the way for the first-of-its-kind local sales role nationwide; earned Team Hero award for Lyft Business for the month of May 2019

Business Development Lead, Boston 2017 - 2019
- Led pilot driver acquisition program for Boston; built team from 5 to more than 50 independent contractors in less than 3 months and governed an annual budget of $3 million, driving ~30% QoQ growth for New England
- #1 performer out of team of 30 nationwide; wrote the playbook for standardized driver acquisition, forming the basis for a new full-time role within Lyft and a national roll-out of the pilot program

TEACH FOR AMERICA Springfield, MA
7th Grade English Language Arts Teacher 2015 - 2017
- Taught English to native and non-native English speakers in high-need middle school; consistently exceeded expectations in performance reviews, leading to double-digit student proficiency gains semester-over-semester
- Appointed by principal as school-wide Teacher Leadership Team representative; advocated for faculty in weekly meetings with administration and suggested changes resulting in new enrichment options and transportation policies

Additional

- Part-time GMAT and GRE Instructor at Manhattan Prep
- Author, *Brain Snacks for Teens on the Go! 50 Smart Ideas to Turbo-Charge Your Life* (Amazon, Barnes & Noble, Library of Congress)
- Fluent in French; proficient in Spanish, Italian, and German
- Piano and jazz trumpet; performed trumpet at the Sydney Opera House and the Montreux Jazz Festival

ANTHONY SPAELTI

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF ST. GALLEN St. Gallen, Switzerland
B.A. in International Affairs HSG 2016

- Honored thesis: Re-evaluation of Hall & Soskice "Varieties of Capitalism" (Grade 6.0/6.0)
- Leadership: Head of Dialogue & Debate Club

Experience

McKINSEY & COMPANY Zurich, Switzerland
Junior Engagement Manager / Associate 2019 – 2020

- EU Country Digitization Strategy: Led team of 2 consultants to digitize >60 government-provided services from concept phase to final coding and making publicly available, reducing lead time by up to 90%
- $1B Financial messaging service provider (Belgium) Agile Transformation: Led team of 2 consultants and 7 clients to create and implement agile operating model to transform two business units (>300 people) and prepared company for broader roll-out (>3k people) which helped to speed-up software release from twice per year to twice per month

Business Analyst 2016 – 2018

- EU Country Cybersecurity Strategy: Developed automated patent analysis toolkit to analyze >10k cybersecurity patents worldwide to benchmark client leading to >$10M investments in cybersecurity and 80% reduction in cyberattacks
- Self-initiated and developed McKinsey-internal PowerPoint plugin in C# to speed up labor-intensive PowerPoint task that has now been rolled-out to all colleagues McKinsey-wide (>20k PCs) and records >5k daily users
- Earned fast-track promotion to Associate from Business Analyst in 2 years (instead of standard 3 years) and distinctive rating (rated as top 1% of firm)

NOTENSTEIN PRIVATE BANK St. Gallen, Switzerland
Swiss private bank, focused on asset and wealth management with 25-30bn USD equiv. AUM
Student employee (part-time while studying) 2014 – 2016

- Created several unique structured products for European market that received >$5M of funding
- Developed selection for best running S&P 500 stocks for structured product tracker certificate; received $4M of funding
- Acquired 3 new clients to bank's structured product division on own initiative resulting in $20M asset increase

ATLANTIC INVESTMENT MANAGEMENT
Equity investment firm (hedge fund) with 5bn USD AUM New York, NY
Business Analyst Intern 2012

- Completed comprehensive industry analysis on two European industrial companies and built financial models to analyze future return on stocks resulting in $5M stock purchases for fund
- Received proficient rating and represented fund at yearly New York Value investing congress

CENTRE PARTNERS
Middle market, US focused private equity firm New York, NY
Business Analyst Intern 2012

- Supported to select virtual data room for launch of new fund which supported taking-private exercise of $300M company
- Advised CFO in daily tasks and prepared and moderated multiple C-level client meeting

Additional

- **Languages:** (Swiss) German (native), English (Full professional), French (Limited working)
- **Technical skills:** Java, Python, C#, VB.NET, VBA, PHP, JavaScript, HTML, CSS, SQL, Adobe suite, Microsoft Office
- **Swiss Armed Forces:** Supporting administrator for SUNMOC (part of Swiss Army that certifies UN Military Observers)
- **Politics:** Political party district Board member (FDP.The Liberals for Nürensdorf) as head of External Comms (since 2013), running several election committees for local and state parliaments during 2015 and 2020

TIM SPENCER

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford
Master of Business Administration Candidate — 2019-2021

- GMAT: 770/800

NEW YORK UNIVERSITY — New York, London, Shanghai
Bachelor of Science in Business and Political Economy (BPE) — 2011-2015

- GPA: 3.8/4.0 (*Magna Cum Laude*)
- BPE: Selective major within Stern School of Business focused on the intersection of global commerce, policy and economics; students must spend 3 semesters abroad, demonstrate foreign language proficiency

Experience

LERER HIPPEAU — New York
Summer Associate — Summer 2020

- Core investment team member throughout 12-week internship at leading early-stage venture fund
- Developed firm's investment thesis around future of work; sourced across enterprise SaaS, fintech, consumer
- Led diligence and transaction execution for 4 completed deals:
  - Healthcare robotics provider – $15M Series B
  - Consumer fintech platform – $3M Seed
  - Commodity trading marketplace – $3M Seed
  - Interactive eSports marketplace – $2M Seed

BESSEMER VENTURE PARTNERS — Menlo Park
Fellow — 2019-Present

- Building out and sourcing against an investment thesis on the global space technology market

GOLDEN GATE CAPITAL — San Francisco
Associate, Technology Investment Team — 2017-2019

- Assessed opportunities across the technology sector, particularly within enterprise SaaS and marketing tech
- Evaluated dozens of investment targets by meeting with management teams, analyzing operational, market and financial data, working with experts to understand underlying technologies and market trends
- Collaborated with portfolio company executives to develop and implement strategies to improve operations
- Created and coordinated all aspects of 3-week new associate training and ongoing training for all employees

Selected Experience:

- ~$3B TEV provider of software and data for identity resolution across marketing, risk and comms use cases
  - Core deal team member and board observer at GGC's largest technology portfolio company
  - Led add-on acquisition, M&A integration and debt raising efforts, working directly with CEO and CFO
- ~$100M TEV, high-growth provider of software for caller authentication and fraud prevention
  - Modeled market and company growth trajectory; assessed company's tech and management team
- ~$4B TEV marketing technology and data provider (attempted take-private)
  - Conducted extensive diligence over 6 months to understand company and identity technology market

THE BOSTON CONSULTING GROUP — New York
Summer Associate | Associate | Consultant — 2014-2017

- Advised 11 tech, media and fin. services clients across the US, Asia and Europe on strategy, operations, M&A
- Received top annual review categorization for performance & potential; promoted directly to post-MBA role

Additional

- Languages: Advanced knowledge of Spanish, intermediate knowledge of Mandarin
- Interests: Extensive travel (60+ countries), futurology, ski mountaineering, global politics, soccer (QPR fan)

ARCHANA SRIVATSAN

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Experience

BILL & MELINDA GATES FOUNDATION **London, England**

Principal, Strategic Investment Fund 2020-2021

- Led and managed ~US $55 million equity investments of the Foundation in innovative early and growth-stage technology-enabled companies with high potential for impact in financial services, agriculture, and healthcare across India and Sub-Saharan Africa.
- Shaped Board discussions and strategic direction of portfolio companies (that have collectively raised above US $250 million) as the Foundation's Board representative.

Associate, Strategic Investment Fund 2017-2019

- Launched the Foundation's venture capital investments focus for India, driving the impact investment theses, pipeline, and relationships with investors and entrepreneurs.

BILL & MELINDA GATES FOUNDATION **Delhi, India**

Program Officer and Chief of Staff 2013-2017

- Led the Foundation's efforts along with grantees/ partners to advocate for a new national plan on tuberculosis elimination, culminating in a record commitment of US $1 billion from the Ministry of Health with focus on specific prevention/ management strategies.
- Contributed to redesigning the Foundation's agriculture and financial services program strategies in India, subsequently rolled out with approval from Bill and Melinda Gates.
- Supported the India Director to strengthen programmatic oversight, government relations, and organization management across the ~80 member India Office.

PROJECT MANAGEMENT CONSULTANT **Bangalore, India**

Independent Consultant, Social Development 2012-2013

- Led projects in program oversight and impact monitoring for three non-profit foundations.

KPMG ADVISORY **Chennai and Bangalore, India**

Manager, Advisory Services 2005-2011

- 2009-2011, Manager: Established and led a new consulting practice of KPMG in Chennai, growing this from a 1-member team with 2 clients to a 35-member team (majority direct reports) with 30 clients and ~300% topline growth. Worked directly with client CXOs on business process redesign and internal audits. Led people management for the practice.
- 2005-2009, Executive and Senior Consultant: Contributed to multiple projects on business process transformation and risk-compliance across clients in several industries.

Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**

M.S. in Management (MSx Sloan Fellow) 2022

One-year, full-time degree program for accomplished leaders and executives. STEM degree eligible for 3-year U.S Work Authorization (OPT).

INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA **Bangalore, India**

Chartered Accountant (CPA-equivalent Masters degree) 2005

BANGALORE UNIVERSITY **Bangalore, India**

Bachelor of Commerce (business and finance studies) 2003

Additional

Travel-writing (15+ published articles across Indian national newspapers/ Lonely Planet; HopSkipTravel blog); Social-writing (Reforming healthcare in India); Himalayan Treks; Acoustic Guitar

Emily Stebbins

(774) 217-9680 • ekstebbs@stanford.edu • Palo Alto, CA

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration candidate (GMAT: 770/800) ***2020***

- This is a placeholder for information about my time at GSB

STANFORD UNIVERSITY **Stanford, CA**
BS in Science, Technology, & Society: Biotech & Life Sciences with Honors, Minor in Spanish (GPA: 3.89/4.0) ***2013 – 17***

- Defended Honors thesis (<10% of STS majors) on technology's impact on America's relationship with nature
- Next Door Solutions to Domestic Violence – Directed health program tailored to domestic violence survivors in San Jose area shelters. Published in VAW. Program selected for advocacy award by AAP
- MayView Community Health Center, *Stanford Community Health Advocacy Fellow* – Selected to join year-long cohort advocating for underserved patient populations. Designed and implemented breast cancer screening effort

PROFESSIONAL EXPERIENCE

BAIN & CO. **San Francisco, CA**
ADAPT (Advanced Digital + Product Team) Innovation Senior Associate Consultant – *"digital design startup"* ***2018 –20***

- Pioneered new ways of working as one of the first Associate Consultants to join ADAPT's team of designers
- Collaborated with designers and engineers in a Tech Product Manager capacity to digitally solve business problems
- Health Co: Managed multiple direct reports to deliver digital patient prototype in 5 weeks, a typical 10 week project
- Tech Startup Co: Led a digitally native product team through a new product innovation process to develop 3 concepts to disrupt their industry. Ideated and pitched $10B business idea in digital retail
- Oral Care Co: Led multivariate marketing campaign – with 280% higher success rate than control. Helped manage team of designers and ran all client design meetings, with manager at only partial allocation (unusual for my tenure)
- Coached others in Human-centered Design. Led 10+ dynamic co-creation workshops with Bain partners and clients
- Won "Results Challenge" competition for case impact on two cases
- Given highest rating in review cycle

Associate Consultant ***Summer '16, 2017 – 18***

- Fortune 500 CPG Co: Content owner and expert on all org design strategic suggestions for first 5 months of case; Work led to case extending for an additional 3 months fully focused on organization redesign & productivity; Only consulting staff invited to present to COO on OrgVue learnings, devising a $60M opportunity
- HealthCare Co: Only non-Leadership team member to prep and help run workshop for 30+ executives
- Recognized as Office Role Model in review cycle, given highest rating

JOHNSON & JOHNSON, HEALTH TECHNOLOGY GROUP **San Francisco, CA**
Corporate Development Manager Externship ***2019***

- Health Tech team is a new, roughly 30-member Enterprise group created to drive digital technology across J&J
- Led partnerships playbook with major tech enterprises in China, collaborating with Chinese counterparts
- Ran in-person overseas meetings with Chinese tech partners, initiating first stages of J&J + tech co partnership

EXTRAPROFESSIONAL LEADERSHIP AND COMMUNITY INVOLVEMENT

INSPIRE, INC. – *"a national network of consultant volunteers"* **San Francisco, CA**

National Executive Committee (Western Regional Director) (2019 – 2020) –Team of 7 to run national operations across Deloitte, Parthenon, Bain, and LEK. Lead strategic support and operational management between 100+ volunteers spanning 6 local Inspire offices, National Executive Committee, and BoD.

Case Team Leader (2019) – Managed client relationship with Prospera, a nonprofit focused on Latina empowerment Led team of 5 to rethink client's donor strategy. Personally presented findings to the Board of Directors at client's request

THE BIRTHDAY PARTY PROJECT and **BIRTHDAY WISHES** **San Francisco, CA / Boston, MA**

Party Coordinator (2008 – present) – Coordinated 60+ birthday celebrations in homeless and transitional facilities. Typically manage 5-10 volunteers and 20-40 party attendees at each bash

- Spearheaded rare successful campaign with Stanford administration to co-found Outdoor House, now in its 5th year with 300+ alumni
- Avid skiier and National Parks hiker. 2x marathon runner (Quebec and Bordeaux)

CALEB C. STENHOLM

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EDUCATION

UNITED STATES MILITARY ACADEMY, West Point, NY **May 2012**
Bachelor of Science with honors in economics with a focus on empirical economics, minored in systems engineering, National Club Team Handball Team (2009); Collegiate Sprint Football League (2010-2011), Exchange Program at Brazilian Military Academy (Rio De Janeiro, Brazil)

EXPERIENCE

UNITED STATES ARMY **2012 – Present**

Company Commander, 902d Military Intelligence Group, DC **2018 to Present**
- Led a 170 member organization with over $10M of equipment in the execution of counterintelligence activities in cyberspace and staff support, rated as 1/13 over peers serving in similar positions
- Led a 135 member special mission unit with over $100M of equipment in the execution of counterintelligence activities in the United States, Europe, and Asia, earned recognition from a 2-star general for excellence
- Mentored 12 leaders in planning, critical thinking, and problem-solving, which increased the ability of the organization to more effectively manage risk while satisfying operational requirements

Operations Officer, NATO Resolute Support, Afghanistan, AFG **2018**
- Recognized by a 3 star general for developing the first comprehensive collection plan for Afghanistan in several years and synchronizing U.S., German, Italian, Afghani, and other multinational collection efforts
- Led a 19 member counterintelligence and human intelligence operations staff to exercise regulatory oversight and advise top-level decision makers on the employment of intelligence assets in Afghanistan
- Mentored 3 junior managers in leading their teams and developing systems and processes to exercise technical oversight of intelligence assets

Counterintelligence Operations Officer, 902d Military Intelligence Group, DC **2017**
- Developed innovative systems and processes which were adopted by multiple organizations for managing training and administrative requirements while providing support to worldwide technical counterintelligence operations
- Led an 8 member staff and mentored 3 junior managers in developing and implementing strategy, operations, and training for over 100+ projects in support of counterintelligence operations in the United States, Europe, Asia, and Africa

Squadron Intelligence Officer, 25th Infantry Division, HI **2015-2016**
- Recognized for the best Brigade intelligence performance in the entire Army in the past 3 years; rated as the best of six intelligence sections in the Brigade during a complex evaluation exercise costing over $80M
- Led a 10 member section and mentored 2 junior managers in the development and implementation of systems and processes to collect, analyze, and disseminate intelligence to a 4,000-member organization

Scout Platoon Leader, 25TH Infantry Division, HI **2014-2015**
- Recognized as the top platoon (1/9) in a live fire exercise while deployed to the Philippines and rated as the best platoon leader (1/3) in the organization and top 5% of Officers ever worked with by immediate supervisor
- Led 25 soldiers, managed $15M of equipment, and responsible for maintaining a team capable of deploying anywhere within the Pacific within 48 hours

ADDITIONAL INFORMATION

- Professional Certifications: Armor Basic Officer Leader Course (GA), Ranger School (GA), Cavalry Leaders Course (HI), Counterintelligence Officer's Course (AZ), Captains Career Course (AZ), Top Secret Security Clearance
- Professional Awards: 2019 LTC Arthur D. Nicholson Award Recipient for Intelligence Excellence
- Other Experience: Chief of Staff for Advisory Neighborhood Commissioner District 6B09 (DC), Cadet Troop Leadership Training (South Korea)
- Languages: fluent in Portuguese, conversational in Spanish
- Hobbies: Enjoy traveling (4/7 continents and 30 countries), eating food, hiking, basketball, and soccer.

Iana Stoytcheva

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS – Stanford, CA **2022**
MBA Candidate

- **Clubs:** Technology Club, Product Club, Healthcare Club

UNIVERSITY OF COLORADO – Boulder, CO **2016**
***BS, Business Administration**, Emphasis in Finance and Accounting (High Distinction; GPA: 3.97, 2nd Highest)*

- **Awards:** Academic Achievement Award 2016 (2nd highest GPA out of 518 students); Finance Student of the Year Award 2016 (awarded by faculty to 1 graduating Finance student out of 237); Dean's List 7 Semesters
- **Scholarships:** 9 merit-based scholarships of $42,000, covering ~80% of tuition
- **Leeds Scholars:** 1 of 25 freshmen to be part of 4 year highly selective program of ~200 students
- **Teaching Assistant for Business Minor:** Asked by faculty to TA and selected as Head TA (#1) out of 6 TAs

Professional Experience

FRANCISCO PARTNERS (FP) – San Francisco, CA **2018 – 2020**
Leading global private equity firm specializing in technology investments with ~100 employees and ~$25Bn raised capital
***Private Equity Associate** (1 year in Application Software group, 1 year in Healthcare IT group)*

- Evaluated strategic rationale and financial viability of potential leveraged buyouts and structured equity investments
- **Completed Investments (from inception):** Edifecs (largest Healthcare IT) & PayScale (1st Human Capital Management)
- **Financial Analysis / Modeling:** Built all financial models for 2 completed investments and 4 add-ons for portfolio companies
  - Analyzed companies' historical sales and operating data to build operating/financial model and valuation/returns analysis
  - Tracked company-wide financials for 5 portfolio firms (KPIs, YTD performance) and presented to FP's portfolio committee
- **Operations and Strategy:** Ongoing strategic / operational support for 7 portfolio companies' C-suites including:
  - Built PayScale's Board of Directors reporting dashboard including KPIs (e.g., sales team efficiency, retention by segment)
  - Calculated cross-sell opportunities of a portfolio company and a target through detailed customer database analysis
  - Managed Prometheus sell side process with company CFO, resulting in speedy & successful sale of company for >$1Bn
- **Market Analysis:** All market diligence on Edifecs investment (Healthcare IT successful acquisition) from inception including:
  - Led a team of 6 healthcare consultants to understand interoperability market including market size, key competitors within sector, company differentiators, market trends, and opportunities for expansion
  - Wrote and presented summarized materials to investment committee, leading to FP purchasing the company
- **Cross-Functional Leadership:** Selected Associate to lead creation of all materials & manage all event logistics of Limited Partner (LP) Annual Conference (100+ current investors). Conference used to market FP to LPs and launch ~$10Bn fundraising
  - Partnered with FP CEO, Investor Relations Partner, and all deal teams (50+ people) to craft ~300 slides for 2-day conference
  - Synthesized FP fund performance and company performance. Investors noted this was the best conference of the year
- **Internal:** Volunteered in Associate recruitment process by interviewing candidates, sharing insights with recruitment committee

MORGAN STANLEY – Los Angeles, CA **2016 – 2018**
***Investment Banking Analyst**, Mergers & Acquisitions / Western Region Advisory (focus on Consumer, Retail, and Gaming sectors)*

- Ranked #1 analyst in the Morgan Stanley Los Angeles office during 2nd year in 2nd year cohort
- Collaborated with CEO, CFO and Division Heads of Dole Food Company ($2Bn sale) to draft and refine company's marketing materials, and to build the financial / operating model. Materials presented to investors to attain liquidity and sell 45% company ownership to Total Produce. Built credit model for company's successful debt refinancing offering of ~$1Bn
- Supervised and managed a team of 5 summer analysts, in partnership with 3 other analysts, during a 10-week internship
- Mentored a female summer analyst, focusing on topics such as women in finance, who received and accepted a full-time offer

Summer Internships – San Francisco, CA

- Revel Systems (2015): Sole lead of full company model of a growing enterprise, after CFO unexpectedly left
- Connor Group (2014): Prepared SEC filings such as strategic company carve-out documents and IPO S-1 documents

Leadership

FRANCISCO PARTNERS (Women's Initiative Leader and Mentor) – San Francisco, CA **2019 – 2020**

- Proposed to Director of Talent and implemented 3 gender equity solutions to improve FP women's connections to colleagues, social support, and access to opportunities in Finance
- Internally: Mentored two new FP female associates | Externally: Panelist at UC Berkeley Women in PE event (March 31, 2020)

Interests

Beach Volleyball | World Cup Soccer | Salsa Dancing | International Service Trips **Languages:** English and Bulgarian

Christopher Stromeyer

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EDUCATION

Stanford Graduate School of Business, Stanford, CA **Sep. 2020 - Present**
Master of Business Administration Candidate
2021 Siebel Scholar (one of 5 MBA students recognized for academic excellence and embodiment of school values)
Knight-Hennessy Scholar (one of 70 students from across Stanford graduate/professional programs with full merit-based scholarship)

Georgetown University, Walsh School of Foreign Service, Washington, DC **August 2010 – May 2014**
Bachelor of Science in Foreign Service, International Economics (Finance & Commerce concentration)
GPA: 3.9/4.0 (top 7%), Magna Cum Laude, Phi Beta Kappa, Krogh Scholar, Alpha Sigma Nu (Jesuit honor society)

University of Oxford, Pembroke College, Oxford, U.K. (visiting student in Politics, Philosophy & Economics) **Sep. 2012 – June 2013**

PROFESSIONAL EXPERIENCE

Actis (Emerging Markets hard assets investment firm), Mexico City, Mexico **June 2021 – August 2021**
Summer Associate, Energy & Infrastructure

- Built a LatAm wide investment thesis for the novel distributed generation space, including screening 5 specific opportunities.
- Conducted detailed due diligence (inc. financial modelling) of assets in the power and water space.

Bain & Company, Buenos Aires, Argentina **December 2019 – August 2020**
Manager

- Responsible for end-to-end execution of strategy projects for clients in Argentina (all CEO's and/or Boards), leading teams of 5-7 consultants and serving as client's primary point of reference.
- Led a comprehensive 5-year strategy refresh for Argentina's state-owned energy company (~$13B in sales). Work included a deep-dive on 5 business units and detailed modelling (top and bottom line) of various growth scenarios.
- Led a COVID-19 strategy refresh for one of Argentina's largest retail banks, including detailed modelling of different macro, regulatory and consumer "new normal" scenarios (led team in building a full bank balance sheet model).

Government of the Province of Buenos Aires (38% of pop.), Greater Buenos Aires, Argentina **December 2016 – December 2019**
Director of Strategic Planning for the Province (March '18 – Dec. '19)

- Led a team of 14 responsible for: (i) defining objectives and priorities for the government (including recommending budget allocation to governor), (ii) policy design for strategic initiatives, (iii) long-term planning for the province.
- Drove 2019 budget planning in a deficit-reduction context. Worked with 19 ministerial teams to define and budget priorities; presented options to the governor who approved proposal that reduced discretionary budget by 30% while preserving strategic priorities. Responsible for communicating decisions to ministries on behalf of governor.
- Responsible for government-wide efforts to build the governor's plan for "4 more years" (her next term). Identified 50 policy challenges to tackle and worked with ministers and outside experts to design ~200 proposals.

Chief of Staff to the Undersecretary for Planning & Policy Coordination (Dec. '16 – Feb. '18)

- Led strategy design for new unit responsible for coordinating all policy. Built methodology for unit's functions: (i) strategic planning, (ii) monitoring/facilitating progress of priority initiatives, (iii) cost optimization.
- Coordinated a team of 60+ divided along 4 functional teams. Responsible for defining overall strategy, driving daily/weekly priorities and implementing human capital decisions (including personnel allocation and hiring).
- Proposed, designed and implemented a re-organization of the government's structure which eliminated overlapping functions, focused energies and led to a 22% reduction in politically appointed personnel (negotiated changes with each minister).

Argentina Investment & Trade Promotion Agency, Buenos Aires, Argentina **August 2016 – December 2016**
Senior Analyst, Strategic Planning

- Built key documents to attract international investors, including the "Why Argentina" pitch and a catalogue of the USD $250B in investment opportunities in the country (distributed to 4K attendees at Argentina's "mini-Davos").

Bain & Company, Washington DC, USA & Mexico City, Mexico **October 2014 – August 2016**
Associate Consultant

- Due diligence projects (9 total – this is one example): combined regression model and customer survey data to identify causal relationship between oil price, oil major capex spending and demand for commercial intelligence in this space.
- State-owned electric utility in emerging market: Coordinated project management office in full transformation of client and led client team that identified and designed implementation processes for ~$1B in quick-win SG&A cost savings.

COMMUNITY/PERSONAL

View from the Top Leader: co-lead the Dean's speaker series, bringing voices that broaden our horizons/perspectives to campus.
Arbuckle Fellow: mentor nine first year MBA's in their leadership and personal journey at Stanford.
Nationalities: United States (citizen), Germany (citizen), Argentina (permanent resident – in process of acquiring citizenship).
Places lived: San Francisco / Bay Area, Paris, Buenos Aires, Atlanta, Brussels, Washington DC, Oxford/London, Mexico City.
Languages: Spanish (native), English (native), German (fluent), French (proficient).
Passions: horseback riding, long-distance trail running, "asados" (grilling) for friends, personal investing, trade/energy/monetary policy.

Franco A Sturla

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Professional Experience

McKinsey & Company (New York, London) **2014 - 2020**

Business Analyst (2014-2015), Associate (2016), Engagement Manager (2017-2018), Associate Partner (2019-2020)

Management consultant with 6 years of experience serving clients across the healthcare industry. I have been consistently rated 'distinctive' (top 5-10% of my cohort) and have rapidly advanced into roles of greater responsibility within the Firm. Most recently as an Associate Partner, I:

- Concurrently oversaw the work of several project teams (on average 2-3 teams of 3-4 consultants)
- Cultivated relationships with senior clients, building trust and finding new ways to serve them
- Coordinated project proposals and negotiated fees and arrangements directly with clients
- Led McKinsey's Animal Health service line, executing on an ambitious growth strategy (bringing in 2 new major industry clients), leading our 'reach and relevance' efforts (including participation in a number of industry conferences), and coordinating research investments (in excess of $100,000 in the last year)

Selected Investment and Capital Allocation Experience:

- Performed market scan for a healthcare conglomerate, identifying 7 high-potential targets to unlock incremental growth, and led workshop with senior executives to pressure test findings
- Created a capital allocation methodology for a leading animal health company, identified 4 growth initiatives (in close collaboration with business unit leads), and facilitated prioritization with company CEO
- Conducted more than 12 healthcare due diligences for strategic and principal investors (PE, Growth Equity), evaluating overall market and trends, target performance, and value creation potential

Selected Growth and Go-to-market Strategy Experience:

- Developed holistic growth strategy for a mid-sized healthcare distribution company, identifying initiatives to drive >$150 in EBITDA and supporting them on the implementation
- Built a LatAm launch strategy for a pharmaceutical company, prioritizing markets and defining entry plan for top markets, leading to an acquisition and organic entry into 3 geographies within 3 years

Selected Strategy Experience:

- Supported Strategy Office for a global healthcare conglomerate, developing CEO and CFO strategies for the Board of Directors, and conducting a detailed evaluation on the potential divestiture of a business unit
- Developed a 5-year strategic plan for a US life-sciences contract manufacturer, working closely with Head of Strategy, outlining vision, strategic initiatives, and financial projections

Company and Community Leadership:

- Led McKinsey's Business Analyst Recruiting team across the Mid-Atlantic region (New Jersey, Philadelphia, and DC), managing a team of 25 collaborators and hiring on average 50 analysts per year.
- Led McKinsey's Hispanic and Latino Network for the Mid-Atlantic region, managing a robust social and professional agenda to foster community-building for this underrepresented minority group.
- Led our New Jersey office's Social Committee, creating opportunities for networking and mentorship within our office and managing a budget of $750,000.

McKinsey & Company (Washington DC) **Summer 2012, Summer 2013**

Sophomore Diversity Leadership Summer Intern, Summer Business Analyst

Education

Stanford Graduate School of Business **2020-2022**

Master of Business Administration Candidate

Yale University **2010-2014**

Bachelor of Arts in Economics

- GPA: 3.8 /4.0. Distinction in Economics.

Additional

Languages: Native Spanish; Conversational Italian.

Citizenship and Visa Status: Argentine and Italian Citizen; US Permanent Resident (Green Card holder)

NATTAVADEE SUCHATO

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Student Association International Committee; Tech and Product Management Club member

CHULALONGKORN UNIVERSITY Bangkok, Thailand
Bachelor of Business Administration, Accounting 2018
- Honored for scholastic achievement and highest GPA in Accounting major (3.99/4.00)
- Founding member of Chula Tech Startup Club; Finance Director of Chula Case Club's International Case Competition (CIBCC)

Experience

GLASSDOOR, INC San Francisco, USA
Product Manager Intern Jun 2021 – Sep 2021
- Conducted strategic user research and analysis to evaluate 20+ features in Employer Profile for Feature/Product Fit
- Recommended strategic initiatives and planned roadmap to provide better user experience to 300K+ B2B clients
- Created client satisfaction scoring model to convert qualitative inputs from surveys, interview and support tickets into quantitative outcomes

SEA LIMITED (NYSE: SE) Bangkok, Thailand
Internet platform provider consisting of E-commerce, Digital Entertainment, and Digital Financial Services

Senior Associate Manager, International Management Associate Program (IMAP) Jul 2018 – Aug 2020
Selected for a management consulting rotational program to lead special projects for SEA Limited's three separate divisions – E-commerce, Digital Entertainment, and Digital Financial Services

Product Manager, Shopee (E-commerce)*, Singapore* Jan 2020 – Aug 2020
- Planned roadmap and led code migration project to new database for all 50+ payment methods in 8 countries working with engineers, designers, business intelligence and local business team
- Conducted competitor analyses, initiated front end design changes and implemented data tracking ability for future data analysis purpose, resulting in an 5% increase of payment success rate for one payment methods
- Executed payment channel integration project for mobile banking application with Kasikorn Bank, one of Thailand's largest banks, resulting in better user experience for 70% of users who use that as a payment method

Project Manager, Shopee (E-commerce)*, Thailand* Jul 2019 – Jan 2020
- Created strategies and oversaw company's first warehouse migration project, moving 900,000 packages over two weeks without shipment delays
- Conducted and directed the first major re-optimization of the company's warehousing system and layout, by analyzing more than 56,000 SKUs based on long-term sales data and product turnover

Marketing and Compliance Associate, ShopeePay (Digital Financial Services)*, Thailand* Apr 2019 – Jul 2019
- Planned and executed Know-Your-Customer Campaign for 6 million customers to ensure compliance with regulations against money laundering by coordinating with 14 team members from Marketing, Compliance, Payment and Operations
- Led development of new Merchant Application enabling 300,000 small business owners to accept digital payments

Sales and Marketing Associate, Garena (Digital Entertainment)*, Thailand* Jan 2019 – Apr 2019
- Managed monetization of in-game product development for Garena's Free-Fire, with over 450 million world-wide users (more than EpicGame's Fortnite) by conducting focus groups and analyzing user purchase data
- Initiated and designed innovative mini-game concept in Free-Fire, tripling record-sales to over $500k in first week

Fraud and Finance Associate, ShopeePay (Digital Financial Services)*, Thailand* Jul 2018 – Dec 2018
- Developed Standard Operating Procedure for 30-person Risk Team, created and trained new Fraud Team, preventing over $30,000USD of potential fraud within first month of implementation – a record high for department
- Established new customer risk scoring model to detect potential fraud by analyzing behavioral and demographic data

Runnex Technology Co.,Ltd Bangkok, Thailand
A startup that aims to improve people's quality of life through integration of exercise and gamification
Co-Founder, Conceptual Designer and Strategy Director Jan 2017 - Present
- Conceptualized game and created business plan, marketing and financial planning strategies
- Won over $200,000 in funding from Espirex Business Model Competition, "Win-Win" social enterprise reality TV show competition, university and government's Digital Economy Promotion Agency (DEPA) Fund
- Launched game on *Steam,* the world's largest video game distribution platform, resulting in more than 50K users

Additional Training

Code in Place*, offered online by Stanford University during COVID-19 pandemic* Apr 2020 – May 2020
- Completed a 5-week Python programming course based on material from Stanford's intro programming course, CS106A

Google Data Analytics Certificate*, offered online via Coursera* Aug 2021 – Sep 2021
- Completed a Google Professional Certificate program, strengthening data analytics skills for success in the workplace

Additional

- Fluent in Thai (Native) and English
- Enjoy Doll-making, Puppet Making, Shadow Puppet Script Writing, Hiking, Solo Traveling

SYDNEY L. SYKES
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C: 617.872.4290 | E: SydneySykes.28@gmail.com

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS — STANFORD, CA
Masters of Business Administration Candidate — Expected Spring 2022

HARVARD COLLEGE | GPA: 3.6 — CAMBRIDGE, MA
A.B. in Psychology, Minor in Economics, Language Citation in Spanish — Spring 2016

PROFESSIONAL EXPERIENCE

AUGUST 2020 - PRESENT — LIGHTSPEED VENTURE PARTNERS — SAN FRANCISCO, CA
Scout Investor

- Sourcing, diligencing, and investing in early stage venture investments.

JUNE 2019 - AUG. 2020 — DOLLS KILL (E-COMMERCE/FASHION STARTUP) — SAN FRANCISCO, CA
Senior Strategy & Planning Associate (June 2020); Owned Brands Inventory Planner (June 2019)

- Analyzed and lead expansion of new business opportunities, including launching brands and expanding Plus & Men's segments.
- Forecasted, modeled, and projected growth & performance for core native brands and social media strategies.

JAN. 2019 - MAY 2019 — YONDER DESIGN — SAN FRANCISCO, CA
Project Coordinator/Designer

- Designed custom wedding and event invitations; coordinated material sourcing, project production, and client relationships.

AUG. 2016 - DEC. 2018 — NEW ENTERPRISE ASSOCIATES — SAN FRANCISCO, CA
Technology Investment Analyst

- Joined NEA as the 1st Analyst; developed West coast Analyst program; lead recruiting, hiring, and training for 2018 Analyst.
- Sourced and evaluated potential consumer-focused technology investments.
- Developed deal tracking and sourcing systems for consumer and enterprise teams, improving portion of deals seen.
- Developed consumer team branding strategies and organized events to improve brand and grow entrepreneur network.

SUMMER 2015, 2014 — MCKINSEY & COMPANY — NEW YORK, NY
Summer Business Analyst

- Mined data and created Excel models to predict revenue impact of recommendations and to analyze markets.
- Presented research and recommendations to clients and conducted client workshops for improved recommendation adoption.

EARLIER INTERNSHIPS

WINTER 2014 — PANDEMIC LABS, LLC — BOSTON, MA
Research Intern

SUMMER 2013 — PROVERB, LTD. — BOSTON, MA
Research Intern

SUMMER 2013 — MASSACHUSETTS DEPARTMENT OF TRANSPORTATION (MDOT) — BOSTON, MA
Intern in the Office of the Secretary of Transportation

SUMMER 2012, 2011 — FEDERAL RESERVE BANK OF BOSTON (FRBB) — BOSTON, MA
Intern in the Office of Diversity and Inclusion

LEADERSHIP & AFFILIATIONS

NOV. 2017 - PRESENT — BLCK VC (501(C)3 PENDING) — SAN FRANCISCO, CA
Co-Founder & Co-CEO

- Co-founded and lead first nonprofit focused on supporting and empowering Black investors; managed 30+ volunteers and fulltime volunteers, fundraised $900k+ in funding, and directed 6 regional chapters and 5 committees.
- Produced the most accurate directory and data on Black VCs, organized and oversaw events with up to 4,000+ attendees, lead branding and media strategy (website, article), and launched national initiatives to increase Black Venture representation.

SPRING 2012 - SPRING 2016 — HARVARD UNDERGRADUATE WOMEN IN BUSINESS (HUWIB) — CAMBRIDGE, MA
Co-President (2015), Sponsorships Chair (2014)

- Lead the largest undergraduate business organization at Harvard University; responsible for over 400 members, an annual convention with 1,200+ international attendees, an annual international trip, and frequent on and off campus programming (link).

AWARDS, ACTIVITIES & INTERESTS

AWARDS: Forbes 30Under30 – Venture Capital, Female Founders Alliance Investor Award, CBE Impact Investor Award
SKILLS: Advanced Spanish, Microsoft Office Applications, Adobe Design Applications, Snowboarding Instructor, Advanced Sewist

Mari Takino

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Education

Stanford Graduate School of Business — **Stanford, CA, USA**
Master of Business Administration — *September 2020 – June 2022 (expected)*

- Leadership positions: CFO of Wine Circle, VP of Consumer and Retail Club

University College London — **London, UK**
BSc Economics: First Class Honours — *September 2012 – June 2015*

Employment

Capital Group — **London, UK**
Summer Equity Investment Analyst — *June – September 2021*

- Conducted fundamentals-driven research on the German residential real estate industry through expert calls, meetings with management teams, economic data analysis, and financial modelling
- Presented findings and investment recommendations to portfolio managers

Farfetch — **Tokyo, Japan**
Luxury fashion marketplace platform with $2bn GMV. Japan accounts for ~5% of GMV with 70 local staff
Strategy Intern — *May – July 2020*

- Conceived local strategy and key initiatives for new customer acquisition, brand / boutique partner acquisition, and private clients (customers spending >$15k per annum) with input from Japan CEO
- Led primary research (e.g., qualitative surveys, focus group interviews, and customer interviews) in partnership with local BU heads to deliver insights on market sizing, segmentation, and customer needs
- Instituted 1-on-1 feedback and coaching sessions with Japan CEO and local BU heads

Tybourne Capital Management — **Hong Kong**
$7bn AUM equity investment firm across hedge fund, long-only and growth equity strategies with a fundamentals-driven approach
Investment Associate — *October 2018 – March 2020*

- First pre-MBA hire into the investment team at Tybourne, covering public and private investments in Japan
- Developed investment theses on potential investments and conducted follow-up diligence on portfolio companies through financial modelling, primary research (e.g., qualitative surveys, expert interviews), and secondary research
- Established and maintained relationship with C-suite management of investment targets through sharing insights from primary research (e.g., surveys, expert interviews) across a range of topics, from food delivery to cloud accounting software
- Researched and modelled a Japanese consumer company, with focus on its growth potential in China. Position initiated based on my findings, resulting in 20% return in 2 months

McKinsey & Company — **Tokyo, Japan**
Associate — *July 2018 – October 2018*
Business Analyst — *November 2015 – June 2018*
Focus: Growth topics serving multinational corporations. Rated "very strong" in most recent assessment
Select experiences:

- *Revenue enhancement of automotive player across 10 markets (inc. US, Australia, China, Japan, Thailand, and Indonesia)*
  - Generated total impact exceeding $30mn by identifying short-term initiatives (e.g., price optimisation, dealer network management) and developing action plan to add >10% bottom-line impact within the fiscal year in each market
  - Identified structural initiatives with up to $20mn impact per market in the long-term, through benchmarking against local competitors and best practices of overseas subsidiaries
  - Coached executive leadership on communication to resolve tension between local leadership and Japanese executives, ensure common understanding of bottlenecks, and secure support from HQ
- *Buy-side diligence of mobile devices player for Japanese PE fund, with focus on creating upside growth story in new markets*
  - Devised and presented growth story for entering 3 new markets with >20% revenue growth in 5 years (inc. key success factors and cost requirements) to executives at PE fund, which informed their decision against market expansion
  - Worked closely with other buy-side diligence vendors to share McKinsey view and collaborate on deliverables
- *Digital transformation strategy (introduction of new solutions following reduction of salesforce) for multinational pharmaco*
  - Developed digital solution ideas for doctors with 3 client teams simultaneously. Interviewed and ran user testing with >10 doctors to understand unmet needs and get feedback on prototype
  - Designed and ran interactive workshops for senior clients to introduce different workstyle and induce mindset change. Key senior client who was initially the strongest resistor eventually became champion for the project
  - Presented findings to Japan CEO and deliverables were shared with the full global executive team. Resulted in flat revenue and improved doctor satisfaction despite reducing salesforce by 50%

Additional

- **Languages:** English (native), Japanese (native)
- **Hobbies:** Tennis (former competitive junior player), restaurants, cooking, travelling

MARGOT TAYLOR

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Healthcare Club Leadership Team (elected position)
- Writer for the GSB Show, a student-written comedy musical
- Member of Venture Capital, Social Impact, and Women in Management Clubs

HARVARD COLLEGE Cambridge, MA
Bachelor of Arts in Biomedical Engineering with High Honors 2016

- Awards: Magna cum laude; John Harvard Scholar 2015 (top 5% of class junior year)
- Thesis: The Consumer's View toward Security and Privacy of Health Wearables

Experience

KAISER PERMANENTE Atlanta, GA
Senior Business Consultant 2019 – 2020

- Implemented doctor texting service during COVID-19 to meet urgent care needs, coordinating a team of 20+ colleagues across clinical, technology, and call center functions
- Designed online scheduling decision tree using EPIC functionality for 7 different specialty departments
- Introduced new process to tie physician performance metrics to annual strategy, working closely with clinical leadership and regional executives
- Summarized and shared resources for clinicians and employees in distress during COVID-19

DUNE MEDICAL DEVICES Atlanta, GA
Medical technology startup with cancer tissue characterization device
Market Development Manager & Chief of Staff (Bain Externship) Oct 2018 – Feb 2019

- Led development of 2-year company strategy to accelerate commercial growth
- Executed commercial strategy: determined sales territories and quotas and automated sales tracking
- Created playbook for operations and priority initiatives prior to and following next round of funding
- Advised CEO on strategic priorities, investor materials, and personnel issues

BAIN & COMPANY San Francisco, CA
Senior Associate Consultant 2018 – 2019

- Innovation excellence in ~$2B Consumables Co.: Identified opportunities to expedite toxicology testing, shortening the product development cycle by ~3 months; developed recommendation on attractiveness of insourcing toxicology lab; responsible for managing and developing first year associate
- Merger integration for ~$30M Financial Services Co.'s: Designed and executed 40+ person strategic planning workshop leading to synchronization across 12 work streams and on-time execution of deliverable

Associate Consultant 2016 – 2018

- Transformation in ~$30B Tech Co.: Identified profit improvement opportunities to close gap to target through close collaboration with senior clients and developing a KPI dashboard and initiative sizing model; assessed industry landscape to direct executive M&A focus towards key growth areas
- Due diligence for ~$700M mid-market Private Equity fund: Triangulated growth of target company through assessment of customers and market trends; conducted performance diagnostic of portfolio company through competitive profiling, customer interviews, and product sales trends
- Transformation in ~$17B Utilities Co.: built an integrated financial model that identified priority areas of opportunity

Additional

- Conversational in Spanish
- Volunteer work with TutorMate, Make a Wish GA, Breakthrough SF Career Day
- Enjoy dance, theater, and reading fantasy and sci-fi literature

JOAN THOMPSON

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Healthcare Club Conference Planning Committee, Women in Management

PRINCETON UNIVERSITY Princeton, NJ
Bachelor of Arts, Economics 2016
- Phi Beta Kappa, Cum Laude, Class of 1883 English Prize
- Health economics thesis: *"Was the Great Recession a Shock to Health: The Effect of Severe Macroeconomic Stress on Health Outcomes and Behaviors"*, presented at the Griswold Center for Economic Policy Studies
- Peer Health Advisor, Senior Class Elected Rep. to the Economics Department Liaison Committee, Committee on Course of Study, *The Daily Princetonian,* Women's Mentorship Program, Cap & Gown Club
- Academic medical center summer internships: Montefiore Medical Center (2014, Strategic Planning / Office of the President); Cleveland Clinic (2012, Biomedical Engineering Research)

Experience

REDESIGN HEALTH New York, NY
Venture innovation studio that forms, launches, and funds new healthcare businesses
New Ventures Team Summer 2021
- Worked with venture, product, legal, and external partners building new healthcare companies from the stage of idea generation to the development of business model, launch strategy, and founding team
- Ideated a novel company within a sector underexplored by venture capital. Presented investment thesis, business model, go to market strategy, and diligence plan to the studio

CRESSEY & COMPANY LP Chicago, IL
Private equity firm investing exclusively in healthcare services and technology via $1.1bn Fund VI
Healthcare Private Equity Associate 2018-2020

Transaction Diligence and Execution
- Drove investment deal processes by building transaction models, conducting the due diligence process, defining and testing C&C's proprietary thesis, and presenting directly to Investment Committee
- Closed platform investment in HHAeXchange, a leading Medicaid home health technology provider
- Steered Unitek Learning through its successful sale to a sponsor: selected / educated investment bankers, advised marketing strategy, coached management for buyer meetings, and ran the shareholder waterfall, including managing expectations of equity proceeds across the shareholder base

Thesis Development and Deal Sourcing
- Captained healthcare themes initiative: led firmwide discussion forum to identify annual themes and composed biweekly updates on areas such as Social Determinants of Health, Value-Based Care, Primary Care
- Led prospecting and deals for Home & Community Based Services, Women's Health, Pharma Services

Portfolio Company Coverage
- Board Observer for 4 portfolio companies (HHAeXchange, Verisys, D4C Dental Brands, Unitek Learning)
- Helped a portfolio company navigate temporary closure of its operations due to COVID-19, focusing on cementing the liquidity, co-investor, and lender support necessary to sustain its long-term growth
- Collaborated with HHA's management to carry out its 100-day plan post recapitalization, including developing a monthly financial reporting / Board package template and building an annual budget

BARCLAYS New York, NY
Investment Banking Analyst, Global Healthcare Group 2016-2018

Healthcare Company and Industry Benchmarking, Diligence, and Transaction Execution
- Executed M&A, debt, and equity transactions across healthcare services, life sciences, medical technologies
- As lead analyst on CVS' $78bn acquisition of Aetna, ran the merger model and a diverse set of transaction analyses to prepare the Fairness Opinion presentation for the CVS Board of Directors, which resulted in unanimous approval of the largest healthcare services or retail M&A deal on record
- Collaborated on numerous public SEC filings related to the CVS-Aetna merger and associated debt financing, including the proxy filing for the CVS shareholder vote, lender and roadshow presentations, and press releases

Additional

- Coffee aficionado, swimming & wellness enthusiast, Olympic superfan, reader of U.S. history & 19th c. fiction
- Volunteer experience includes 1x1 swim coaching of kids with disabilities (Chicago's Kids Enjoy Exercise Now)

Anca **Timofte**

(415) 231-8963 | atimofte@stanford.edu | ancatimofte | Green Card Holder

Education

Stanford Graduate School of Business *Stanford, California*

MBA, focus on finance and climate tech innovation *2020 - 2022*

- **Classes & Activities:** Corporate Finance, Financial Accounting, Business & Environment Club, Energy Club, VC Club, LOW Keynotes Program

ETH Zurich *Zurich, Switzerland*

Master of Science in Environmental Engineering *2011 - 2013*

- **Majors:** Ecological Systems Design, Air Quality Control and Waste Management, Urban Water Management
- **Stanford University Visiting Student Researcher:** Master Thesis in Environmental Chemistry and Phytoremediation

Washington University in St. Louis *St. Louis, Missouri*

Bachelor of Science in Chemical Engineering *2007 - 2011*

- **Minors:** Environmental Engineering Science, German
- **Honors:** Mesmer Scholarship Full Tuition (2007 – 2011), McKelvey Research Scholarship (2007 – 2011), German Honorary Society

Work Experience

Climeworks *Zurich, Switzerland*

Team Leader - Research and Development *May 2017 - Present*

Climeworks develops direct-air-capture technology to combat climate change. Link: New York Times Magazine Company Profile

- As employee nr.5, contributed to company growth in formal and informal roles through 4 design iterations and 3 financing rounds, to 100 employees.
- Led Climeworks' 5-person process engineering team and interfaced with 4 other engineering teams. Brought a pioneering technology forward by designing 2 new generations of carbon dioxide capture plants. Engineered 10 unique plants, some with investments of several million USD.
- Spearheaded efficiency improvements in engineering organization. Reduced end-to-end project execution time by 50% by establishing workflows and engineering process standards. Launched data analytics infrastructure for online troubleshooting and quality control, reducing plant downtime from 50% to 7%, reducing costs and improving product performance.
- Recruited 9 full-time engineers, 10 interns and advised on 15 other employee decisions. Wrote technical cases for interviews. Curated a creative, can-do engineering culture.
- Established quarterly and long-term product development and business development goals, with rest of management team.

Climeworks *Zurich, Switzerland*

Process Engineer and Project Manager - Research and Development *September 2013 - May 2017*

- Led engineering organization as project manager for building and running Climeworks' direct-air-capture pilot plant, demonstrating feasibility of carbon dioxide capture technology at industrial scale. During project execution, devised new engineering workflows and helped establish Climeworks' first project management practices.
- Built a network of over 30 suppliers for process engineering hardware. With CEO and Head of Purchasing, conducted contract negotiations for process hardware. Created comparative technical analysis of heat exchangers, sensors, and pumps. Made purchasing decisions.
- Scaled up designs for a new generation of direct-air-capture plants with 2X capital investment and 20X carbon dioxide removal capacity (vs. old).
- In addition to core tasks, worked in all areas of a fast-growing startup: supervised interns, tested new filters for carbon dioxide capture, navigated and applied European Union standards for plant design, and conducted risk assessments.

Interdisciplinary Environmental Law Clinic *St. Louis, Missouri*

Engineering Intern *April 2010 - August 2010*

- Prepared technical documents about health impacts of coal ash, used in court by Environmental Law Clinic in lawsuit against large American utility company. Collaborated with Environmental Protection Agency to obtain governmental records and permit requirements needed.

Scientific Publications & Talks

Scientific Contributions

- Published *Competing Mechanisms for Perfluoroalkyl Acid Accumulation in Plants Revealed using an Arabidopsis Model System* in *Environmental Toxicology and Chemistry*, together with researchers from Stanford University (2015).
- Co-Inventor on Patent *no. WO2019238488* for carbon dioxide removal technology (2019).

Public Speaking

- Gave talks on direct-air-capture at the Oxford Greenhouse Gas Removal Conference (2015) and Iceland Geothermal Conference (2018).
- Lectured as a guest speaker at ETH Zurich, Department of Environmental Systems Science, addressing Carbon Mitigation (2014, 2015).

Additional Information

Professional Activities GreenBuzz Zurich - Leadership in Sustainability; Society of Swiss Chemical & Process Engineers; ETH Alumni Association
Washington University: Student Union Treasury Representative; Prospective Students Interviewer; Calculus & Engineering Tutor

Interests Reading in foreign languages; Trekking in Nepal, Switzerland, Romania & Patagonia; Muay Thai; Open air music festivals

Languages Romanian (native); German (fluent); French (beginner); Italian (beginner)

HIROAKI TORII

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Experience

Mitsubishi Shokuhin Co., Ltd. (MSK) (Seconded from Mitsubishi Corporation (MC)) Tokyo, Japan
Top share in Japan's food products distribution business
Core Strategic Planner and Project Manager 2019 – 2021
New business development planning in SCM

- Built task force with operation specialists; created sharing economy business idea (transportation sharing platform) in food distribution; the business has started
- Proposed concept of distribution network optimization by using traffic simulation for global convenience store chain; gained management level agreement on the strategy, started joint work
- Made overall SCM strategy and organizational change for logistics business expansion
    - Created MSK's SCM business strategy under project of parent company (MC) directly working with MC's Head of logistics division
    - Set top management meetings between CEO of MSK and Head of logistics division of MC; gained agreement on new business strategy from both management
- Managing projects and monitoring committee by management based on new strategy

Mitsubishi Corporation Tokyo, Japan
Japanese conglomerate with 1,700 group companies in approximately 90 countries and regions
Strategic Planner, Industrial Finance, Logistics & Development Group 2017 – 2019
Annual business plan development

- Managed annual business plan development and investment budget allocation as a sole planner from logistic division for MC's group-wide business planning

Isuzu Motors India Pvt. Ltd. (Seconded from Mitsubishi Corporation) Chennai, India
JV between MC and Isuzu Motors
Senior Manager, SCM department 2012 – 2017
Chosen as start-up member based on my expertise in SCM and understanding of Indian market; handled various tasks, considering growth condition of the company

- Hired local staff, handling job description creation, contract matters; expanded to 20 members
- Set personnel performance KPI for subordinates, adding team contribution as new evaluation criterion; reduced documentation errors drastically
- Managed supply chain development, including auto-parts imports and local procurements, stock management, vehicle delivery to 50+ local dealers
- Handled tough negotiation with local Customs Authority on dismissing unnecessary high tariffs, which were 10 to 20 percent higher than reasonable tariffs, on imported auto-parts

Mitsubishi Corporation LT, Inc. (Seconded from Mitsubishi Corporation) Tokyo, Japan
International logistics service provider
Logistics operation specialist, Automobile Logistics 2008 – 2012

- Established and handled various international logistics operations worldwide for clients such as Japanese leading automobile companies

Mitsubishi Corporation Tokyo, Japan
Staff, Logistics business Unit 2006 – 2007

- Managed development and investment in industrial real estate such as warehouses; dealt with agreements, managed asset maintenance by subcontracting building maintenance agent

Education

- **Stanford Graduate School of Business,** Master of Science in Management, 2022
- **Tokyo Institute of Technology**, Master of Engineering in Transportation Engineering, 2006

Additional

- Language: English (business level), Japanese (Native)
- Hobbies: Piano for 15 years and drams for 9 years; Played Kendo for 4 years

Patrick Franz Toth

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Education

Stanford Law School/Stanford Graduate School of Business, Stanford, CA (August 2018 – June 2022/expected)

- J.D./M.B.A. candidate; relevant coursework includes Hack Lab (Fall 2019), Communications Law: Internet and Telephony (Winter 2020), Interpersonal Dynamics/"Touchy Feely" (Spring 2021), Tech Licensing: Strategy and Negotiation (Fall 2021)
- Arbuckle Leadership Fellow (coach and mentor six MBA1 students, both as a squad and one-on-one)
- John Hart Ely Prize for Outstanding Performance (Current Issues in Net Neutrality) (best written work in class); highest midterm grade in Hack Lab (~100 Computer Science, Law, and M.B.A. students, taught by Facebook ex-CISO Alex Stamos)
- Member, Stanford Committee of Ten (rewriting Honor Code, Fundamental Standard, and Judicial Charter); Rising Fellow, Hoover Institution; Co-President, Adam Smith Society; Co-Founder, GSB Cybersecurity and Privacy Club; Co-President, JD/MBA Club (3L); Co-Chair, Stanford Law Association Mental Health Committee (2L)
- Teaching Assistant, "I'm Just a Bill," Prof. Keith Hennessey (Director, National Economic Council, President George W. Bush); Research Assistant, Prof. Barbara van Schewick (Director, Stanford Center for Internet & Society) (2L)

Yale University, New Haven, CT (August 2010 – May 2014)

- B.A. *magna cum laude* in Political Science, with distinction in the major; elected to Phi Beta Kappa (top 10% of graduating class)
- Won the Percival Wood Clement Prize, awarded annually by the Political Science department to the student who writes "the best senior essay in support of the principles of the American Constitution and its first ten amendments"
- Elected three times to Yale's student government; served as Vice President of Communications of the Yale Political Union

Experience

Sullivan & Cromwell LLP, New York, NY and Palo Alto, CA
Summer Associate (June 2021 – August 2021)

- Performed legal work on several mergers and acquisitions, from both transactional and intellectual property perspectives

At-Bay, Mountain View, CA (cybersecurity-focused insurtech startup; Series B during my summer; Unicorn as of July 2021)
Summer Corporate Development Intern (June 2020 – August 2020)

- Developed three business cases for new lines of insurance with estimated annual revenue of ~$50M

United States Department of Justice, Computer Crime & Intellectual Property Section (CCIPS), Washington, DC
Summer Law Student Volunteer (June 2019 – August 2019)

- Prepared legal and policy guidance for DOJ attorneys and FBI investigators to govern use of novel surveillance techniques

The Boston Consulting Group (BCG), Washington, DC
Consultant (September 2016 – June 2018); Associate (September 2014 – August 2016); Summer Associate (2013)

- Spent March 2018 – June 2018 on international assignment to BCG's office in Sydney, Australia
- Core member of BCG's Technology Advantage and Public Sector practice areas; selected case work includes:
  - Department of Defense: Drove estimated IT cost savings of $100M+; regularly briefed Presidentially-appointed officials and fully managed end-to-end execution of IT workstream (including preparing for Project Leader promotion by managing Associates and Consultants, reviewing deliverables, and writing formal performance evaluations)
  - Federal Communications Commission: designed end-to-end processes for a national, consumer-facing system; ran an RFP process and managed an Agile development team; expanded benefit access for low-income consumers and Native Americans
  - German bank: Designed IT system to facilitate compliance with external monitor required by regulatory settlements

Google / YouTube, San Francisco Bay Area, CA
Manager, Strategy and Operations (May 2017 – October 2017) | on secondment from BCG

- Directly supported the CMO of YouTube on a wide variety of strategic and operational issues as part of her StratOps team

Student Technology Collaborative (STC), Yale University, New Haven, CT
Student Technician Coordinator (August 2011 – May 2014); Student Technician (December 2010 – August 2011)

- Supervised a team of about 100 Student Technicians with 15 other Coordinators; repaired hardware and provided tech support

Community Involvement

Alumni Board, Independent Party of the Yale Political Union, New Haven, CT
Treasurer (March 2018 – present); Director (September 2017 – present)

- Provide advice and guidance to current undergraduate members and regularly fundraise on their behalf
- Drove process and drafted materials to incorporate the Alumni Board in Delaware and achieved 501(c)(3) status

Interests

- Proficient in Spanish (completed Yale's highest-level language requirement; studied abroad in Spain)
- Interests include strategy games (favorites: Dominion, 7 Wonders, Wingspan), backgammon (tournament-level player; ~1900 ELO), live music, travel, hiking, skiing, tennis, privacy, and hobbyist coding (created various iOS apps and Chrome extensions)

SHANTEL TSE

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

IVEY BUSINESS SCHOOL London, Canada
Honors Business Administration, Dean's Honor List 2014

- Ivey Fashion Retail Conference, Co-founder and Chair of Keynote Speakers
- Canadian Asian & International Student Association, Senior Advisor and Alumni Network Founder
- Kappa Alpha Theta - Gamma Epsilon chapter, Finance Deputy
- UWO Right to Play Club, Director of Fundraising

Experience

INSTAWORK New York, NY
Startup offering on-demand staffing for workers and hospitality businesses
General Manager 2019-2020

- Managed a team of 4 operations managers, partnering closely with a team of 3 sales executives, to manage and scale the newly launched Northeast region business, covering the New York, Boston, and DC markets.
- Led the region through peak demand season, managing the operations team to fulfill weekly staffing through a 312% increase in demand volume across the region during the month of December.
- Optimized P&L for higher margin staffing events, resulting in a 4% increase in margin during Q1 of 2020.

UBER New York, NY and Bogota, Colombia
Senior Central Operations Manager, Uber Eats Strategic Partners (New York) 2018-2019

- Selected to lead operations for the launch and expansion of a Starbucks delivery program on Uber Eats' $1.46bn food delivery platform as part of a 5-person team across Business Development, Marketing, and Technology.
- Grew Starbucks delivery from 1 pilot market to a national partnership with 17 launched markets in the US within the 1st year through developing and implementing robust strategic project plans and collaborating with leadership from both companies.

Lead International Launcher, Uber Eats (Bogota, Colombia) 2018-2018

- Co-led a team to launch Uber Eats in Panama, Puerto Rico and the Dominican Republic. Created launch strategies and setup business operations, with the markets now comprising just over $1mm in weekly revenue.
- Coordinated with global stakeholders across legal, tax, insurance, policy, and compliance teams. Oversaw workstreams across driver acquisition, restaurant sales and onboarding, and marketing to execute launch plans.
- Managed courier operations across multiple markets, creating driver onboarding processes, crafting courier educational communication plans, and setting up courier earnings structures.

Operations and Logistics Manager, Uber Eats (New York) 2017-2018

- Managed operations for New York City, focusing on marketplace analytics and optimization. Used SQL to complete analysis driving key operational business decisions. Developed operational tools and processes to improve restaurant quality and efficiency, customer experience, and marketplace reliability.
- Expanded the use of the restaurant quality processes, which were selected for implementation across the Northeast US region, covering over 10,000 restaurants and 600,000 weekly trips across seven major markets.

CAPCO New York, NY and Toronto, Canada
Global business and technology consultancy focused on financial services
Consultant (New York) 2016-2017

- Project managed the creation of Next Bank, a digital-only bank in Brazil, as part of a project management team.
- Responsible for project managing 7 engineering teams across New York, London, Toronto, and São Paulo, communicating progress to all stakeholders. Generated financial and resourcing models for senior leadership.

Associate (Toronto, Canada) 2014-2016

- Aided in executing in a large-scale application migration across multiple data centers for a $6bil FinTech firm.
- Built a database for application migration using Excel VBA and SharePoint and trained client teams on usage.

Additional

- Helping Hands, Northeast Region Lead (2020)
- Built by Girls, Mentor (2019-2020)
- Women of Uber, NY Chapter Lead (2018-2019)
- Rescuing Leftover Cuisine, Associate Board Member (2018-2020)

Languages: English (fluent); Cantonese, Mandarin, and French (Practical); Spanish (novice)

CHINEDUM (CK) UMACHI

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate **June 2022**

Massachusetts Institute of Technology (MIT) **Cambridge, MA**
BS in Materials Science and Engineering; GPA 4.4/5.0 **June 2012**

- IACME Prize Recipient, Robert T. Haslam Scholar, Jay M. Kogan Scholar
- MIT Track and Field Team Captain (2012), NEWMAC Academic All-Conference (2010/2011/2012), NEWMAC Field Athlete of the Year (2012), NCAA DIII Track and Field All-American (2011/2012)
- Teaching Assistant – Principles of Chemical Science (2009), Introduction to Solid-State Chemistry (2010), Materials in the Human Experience (2012)

PROFESSIONAL EXPERIENCE

Pacific Gas and Electric (PG&E) **San Francisco, CA**
Expert Product Manager - Blockchain **August 2018 - Present**

- Managed the development of a blockchain application for calculating carbon credits using telematics, metering, and electric grid data, for the California Air Resource Board's (CARB) Low Carbon Fuel Standard (LCFS) program
- Developed a roadmap for how PG&E should look to incorporate blockchain technology as it moves to modernize the grid based on current and anticipated technology capabilities and their potential impacts
- Panelist, speaker or guest at: 1) EPRI (Electric Power Research Institute) Unplugged Podcast Series, 2) 2019 GreenTech Media Blockchain in Energy Forum 3) Blockchain Expo North America 2019
- Co-led the strategy development of a first-of-its-kind Zonal Electrification Pilot to strategically incentivize home owners to shift to all-electric homes, which was canceled prior to making any incentive offers due to a change in circumstances. Captured and presented on lessons learned from the pilot which has guided PG&E's approach to electrification

Senior Risk Management Engineer **September 2015 – August 2018**

- Recreated all 10 of PG&E's transmission pipeline risk models to allow for fully quantitative risk outputs which better represent PG&E's system. This resulted in predicted failure rates estimated to be greater than 500% more accurate than the previous models when compared to expected and historical failure rates
- Presented on PG&E's risk modelling and calibration approach at the 2018 Western Energy Institute Conference and as a guest lecturer at Stanford University on 5/22/18
- Enhanced PG&E's transmission pipeline Continual Evaluation process through the establishment of processes to track all relevant pipeline findings and all preventative and mitigative actions

ExxonMobil Refinery/Chemical Plant **Baton Rouge, LA**
Materials Engineer **August 2012 – September 2015**

- Analyzed corrosion/degradation concerns and made hundreds of recommendations of proper metallurgies and inspection protocols, which included multiple near miss findings that amounted to >$5 million in savings on unit downtimes
- Led a global initiative to steward the development of action items/follow-ups based on high consequence failures (i.e. financial loss >$1 million), which would ensure the potential for similar events is proactively mitigated at other sites
- Coordinated the implementation of several companywide initiatives including the development of risk assessments for high temperature hydrogen attack and inspection plans for sulfidation of low Si carbon steel

LEADERSHIP, SKILLS & INTERESTS

Toigo Catapult, Finalist **April 2020**
PG&E National Society of Black Engineers (NSBE) Network, Community Outreach Coordinator **June 2019 – July 2020**
PG&E Blockheads, Lead **May 2019 – July 2020**
Management Leadership for Tomorrow (MLT), MBA Prep Accelerated Fellow **June 2018 – July 2020**
PG&E Grassroots Safety Team, Safety Management Systems Lead **March 2016 – December 2017**
Certifications: Professional Certification in Strategic Decision and Risk Management from Stanford (May 2017)
Interests: Puzzles/Brain Teasers, Blockchain Technology, Music (Search "Quarantine and Chill CK" on Apple Music and Spotify)

Natalie Urban

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

STANFORD UNIVERSITY Stanford, CA
B.S. Environmental Engineering – 3.8 GPA (Graduated with Distinction – Top 15% of Class) 2015

- **Sophomore College:** Marine Biology seminar at Hopkins Marine Station, Monterey, CA (4.3 GPA)
- **Bing Overseas Studies, Santiago, Chile:** Spanish and Chilean economics/energy systems (3.9 GPA)

Experience

GI PARTNERS San Francisco, CA
Private Equity Associate – IT Infrastructure Team 2018-2020

- Part of a 6-person team focused on evaluating/executing investments in middle-market companies in IT infrastructure sector ranging from $200M-$1B in value; responsibilities included modeling and financial analyses, conducting market diligence, managing third-party advisors, and preparing investment committee materials
- Responsible for two portfolio companies (Far Niente and Single Digits), including monthly performance updates, evaluating potential M&A opportunities, conducting quarterly investor valuations, and attending Board of Directors meetings

Select Deal Experience

- Worked on a 4-person investment team to diligence and close $130M investment in Single Digits, a WiFi company focused on the hospitality and student housing sectors (closed Dec. 2018)
    - Led data room analyses diligence calls with technology experts, management team members, bankers, lenders, and diligence consultants in support our valuation and ultimate decision to invest
    - Built LBO model to evaluate potential monetary returns to GI
    - Developed materials re: analysis of investment opportunity; reported on findings to GI investment committee

BBH CAPITAL PARTNERS (BROWN BROTHERS HARRIMAN & CO) New York, NY
Private Equity Associate (2017-2018), Private Equity Analyst (2015-2017) 2017-2018

- Worked with 4-6 person deal teams in evaluating investments across healthcare, TMT, energy, and business service sectors focused on middle-market (value <$500Mn), including modeling, industry diligence, analyzing competitors, and writing investment committee memos in support of prospective investments
- Participated in business development activities, including industry thesis development (developed investment theses in environmental services, renewable energy software, outsourced pharmaceutical services, and managed IT services); identified and reached out to target companies and attended banker conferences (brought in 2 new prospects in Feb. 2018)
- Assisted in monitoring and valuation of two portfolio companies (KabaFusion and American Physician Partners), including working with the fund's internal consulting team and evaluating add-on acquisitions

Select Deal Experience:

- Worked on a 6-person investment team to close an $80M investment in American Physician Partners, an outsourced emergency department staffing and management company (closed Dec. 2016)

Stanford Office of Sustainability, *Sustainability Intern* (Sept. 2014-June 2015) **Palo Alto, CA**

Stanford Biology Department, *Teaching Assistant,* Marine Sensory Ecology Course (Sept. 2014-Dec. 2014) **Palo Alto, CA**

Inria Chile, *Engineering Intern* (June 2014-Sept. 2014) **Santiago, Chile**

Stanford Sophomore College, *Teaching Assistant* Marine Biology at Hopkins Marine Station (Sept. 2013) **Monterey, CA**

Calpine Corporation, ***Environmental Engineering Intern*** (June 2013-Sept. 2013) **Middletown, CA**

Additional

Synergist Network: Organization of young women in PE/VC supporting women in investing roles **San Francisco, CA**
Board Member (May 2017-Present), ***Co-President*** (June 2019 – Present), ***Active Member*** (May 2016-May 2017)

- Planned 4 events in support of Synergist mission to empower women in investing and bring gender parity to the industry; ***Founded*** the Synergist Mentorship Program in April 2019; elected to ***Co-President of the SF Board*** in June 2019

Little Bellas (Marin County Chapter): *Mountain Biking Mentor/Coach* (Jan. 2019 – Present) **San Rafael, CA**

Stanford Women's Network of NY (SWN-NY): *Board Member* and *Events Chair* (Feb. 2017-May 2018) **New York, NY**

Collegiate Activities

- **Stanford University D-1 Varsity Sailing Team**: Starting Crew, 1st Place Co-Ed PCCs 2012, 1st Place Women's PCC's 2013, 5th Place Women's Nationals in 2013 (Sept. 2011- Sept. 2013)
- **Pi Beta Phi (Sorority): *House Community Manager*** (Sept. 2014- June 2015)

Certifications: SSI Certified (diving), AIARE 1 Certified (ski/avalanche safety course with Backcountry Babes)
Hobbies & Interests: Cycling/mountain biking, skiing (former alpine racer), sailing, marathon running, sustainability/climate issues, women's advocacy

Mireille van Dongen

Whitepearl Apartments, St. Michaels Road, Nairobi, Kenya, mbrvandongen@gmail.com, +254797481796

EDUCATION

University of Oxford, Pembroke College, Oxford (UK) Class of 2016
MSc in Law and Finance: Finance Stream
(Entrepreneurial Finance and Business finance *with distinction*, Corporate Valuation, Corporate Transactions)

University College Utrecht, Honors College University of Utrecht (NL) Class of 2014
Honors Bachelor of Arts in Economics and Law with a minor in Statistics (GPA: 3.8/4, *magna cum laude*)
Thesis on the economic and legal impact of Research Joint Ventures in the EU

Boston College, Boston (USA) Spring of 2013
Honours exchange with full course load (GPA: 3.7/4)

EXPERIENCE

Management Consultant, Boston Consulting Group, Nairobi (Kenya), formerly Amsterdam (NL) May 2017-current
- Lead the development of the project deliverables with team and client; applying frameworks, data analyses
- Contribute to the business development training, recruiting in BCG's newest office in Nairobi

Corporate Development Consultant, Rabobank, Jakarta (Indonesia) October 2016-February 2017
- Developed a strategy to increase the size of Rabobank Indonesia's SME lending portfolio (focused on Agri)
- Created a value proposition for local SME clients together with HQ and branch staff, as well as clients

Advisor, Triodos Bank, Zeist (NL) July 2013 - May 2015
- Handled all incoming customer questions (on investments, account types, loan eligibility and applications)
- Cooperated with the business department to streamline customer-facing processes

Food Security Analyst Intern, UN World Food Programme**,** Rome (Italy) November 2014 - April 2015
- Investigated the impact of Ebola on food security and market prices through data analysis
- Co-produced funding proposals up to a million USD per year for private businesses, non-profits, governments

Economics Teacher, SSL of Leiden University, Leiden (NL) December 2011 - April 2015
- Taught all exam topics for Economics to high school students aged 16-18, in groups of 30
- Collaborated with a team of 4 teachers to develop the students optimally during the boot camp weekends

English Teacher - Volunteer, Likir Monastery School, Ladakh (India) May 2015 - July 2015
- Developed and taught an English curriculum to five classes of Buddhist monk students daily (aged 4-18)
- Enhanced students' knowledge of the world and surroundings inside and outside the classroom

EXTRACURRICULAR

Co-Founder of DenkWerk, a Dutch think tank April 2018 – current
- Co-founded a think tank with 8 Dutch leaders that develops concrete ideas for the Netherlands
- Published a paper on the potential of Artificial Intelligence for the Netherlands, quoted widely

Rower (Oxford University Women's Boat Club; ORCA Utrecht; De Hoop Amsterdam) September 2012 - current
- Rowed in the highest division for students coached by Olympic rower Inge Janssen
- Developed extreme endurance and perseverance and co-created an unforgettable team spirit

Summer school on European health care and social care in transition, Alpbach (Austria) August 2014
- Conducted a case study on health care challenges in Europe with an international student team

ADDITIONAL SKILLS & INTERESTS

Skills **SPSS** & **STATA** (intermediate), **English** & **Dutch** (fluent), **German** & **Italian** (conversational)
Interests **Coaching & people development, sports & health, globalization & cultures**

RAJESH VASANDANI

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, California**
STEM MSc Management, Sloan Fellow with 3-year U.S. Work Authorization (OPT) 2021-2022

HERIOT-WATT UNIVERSITY **Edinburgh, UK**
PGCert Petroleum Engineering 2013-2016

IMPERIAL COLLEGE LONDON **London, UK/ Stockholm, Sweden**
MEng Chemical Engineering (1st Class) 2004-2008

- ERASMUS Exchange (1-year) at Royal Institute of Technology (KTH), Stockholm (Sweden)
- President of the Imperial College Singapore Society

PROFESSIONAL EXPERIENCE

REPSOL S.A **Singapore/ Madrid, Spain**
Senior Business Development Manager, Asia Pacific & Russia Aug 2017- Jul 2021

Distressed M&A capability:
- Structured, negotiated sales of US$60M Papua New Guinea & Timor Leste portfolios averting significant trailing liabilities
- Executed US$130M sale of Russian asset with significant fiscal regime uncertainty to incorporated joint venture partner

Innovative dealmaking capability:
- Originated exclusive US$2bn Malaysian opportunity between Murphy Oil and Repsol through relationship fostering and persuasion
- Collaborated with a US activist investor to compel an underperforming company to sell its Malaysian portfolio

Management of large multi-disciplinary, multicultural teams
- Steered team which achieved financial settlement with PetroVietnam for project suspension due to disputed claims in South China Sea
- Leadership of multiple project (40+ person) teams comprising geologists, engineers, lawyers, accountants and tax professionals

SANTOS LTD. **Singapore/ Adelaide, Australia**
Senior Commercial Adviser, Asia Pacific Commercial, Finance and Business Development Jun 2012- Apr 2017

Negotiations leadership:
- Negotiated US$16M sale of equity in production sharing contract to BAPEX (first transaction for the Bangladesh national oil company)
- Enabled a country exit from India through significant lobbying with the petroleum regulator after border dispute with Bangladesh

Joint venture leadership and government relations
- Negotiated unincorporated joint venture agreements in Vietnam and Bangladesh with international and national oil companies
- Joint venture and government relations manager for operated assets in Vietnam and JV representative in Malaysia

Board and Investment Committee approvals:
- Recommended Board approvals for new country entries into Malaysia, Brunei & Myanmar (target growth countries)
- US$170 million farm-ins to various deep-water opportunities in Malaysia with Japanese partners and PETRONAS Carigali

DEUTSHCE BANK A.G. **Hong Kong S.A.R.**
Associate – Natural Resources Group (Investment Banking) Sep 2010 - Dec 2011

Capital markets advice:
- US$300m High-Yield Bond for Energy Development Corporation, Philippines
- US$890m IPO of Bumi Armada Berhad, a Malaysian-based international oilfield services provider

Economic Analysis, Valuation:
- US$350m Sellside advisory for a 50% stake in GS Power, a Korean independent power producer, to Kookmin Bank
- US$308m sale of 30% interest in KNOC's Gulf of Mexico Shelf oil and gas assets

J.P. MORGAN CAZENOVE **London, UK**
Analyst– Mergers & Acquisitions (Investment Banking) Aug 2008 – Aug 2010

Merger & divestment effects & modelling:
- Advised Heritage Oil on US$1.5 billion disposal of its Uganda portfolio to Eni, subsequently pre-empted by Tullow Oil
- Completed the US$9 billion acquisition of Cairn India by Vedanta Resources from Cairn Energy Plc
- Modeled the financial impacts of the £41 billion aborted merger of UK-listed mining companies Xstrata and Anglo American and evaluated the synergies proposed merger of Glencore International AG and Xstrata Plc
- Heritage Oil US$5 billion proposed merger with Genel Energy

Complex sellside processes:
- Drove the £600 million United Utilities disposal campaign of its non-core utility assets to a consortium of Asian and European buyers

ADDITIONAL INFORMATION

♦ Military	Reservist infantry officer holding the rank of Captain with training supervision and operations experience
♦ Community	Raised $3000 as part of 2 mountaineering expeditions, community mentor for underprivileged children
♦ Languages	English (native), Malay (fluent), Spanish (intermediate), Hindi & Sindhi (basic conversational)
♦ Interests	Mountain climbing, foreign affairs, negotiations, M&A and modern & contemporary visual art

JEAN-PIERRE VERTIL

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(409) 454 - 5188

Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate

UNIVERSITY OF NOTRE DAME **Notre Dame, IN**
Aug 2012- May 2017 | *B.S. Electrical Engineering, B.A. Economics* | *Minors in German and Business (Engineering Corporate Practice)*

- Engineering Internship in Môle St Nicolas, Haiti (Summer 2016), Engineering Internship in Port-au-Prince, Haiti (Summer 2015), Economics Internship in Maputo, Mozambique (Summer 2015), Volunteering in Chimbo, Ecuador (Summer 2013).
- Dean's list Fall 2017, with 24 credits.

Professional Experience

SIGORA GROUP
May 2019- Aug 2020 | *Product Manager at Sigora Solar* **Charlottesville, Virginia**

- Lead and monitor work of 20 developers, freelancers and consultants based in the US, Haiti and Romania to build tools reducing the sales process of a solar system by 25%.
- Define all scopes of work and ensure technical implementation of product specifications to serve over 100 sales representatives.

Sept 2018- May 2019 | *Lead Product Developer at Sigora Solar* **Charlottesville, Virginia**

- Architected and built the prototype of a proprietary proposal, contract-signing and financing tool for solar energy sales.
- Served as liaison between company internal teams and software the development team.

June 2017- Sept 2018 | *Development & Deployment Engineer at Sigora International* **Northwest, Haiti & San Leandro, California**

- Took the initiative to develop a mobile application to dispatch all company technicians and decreased service time by 30%.
- Developed an asset management system to better track the company's electric meters, posts and transformers while displaying real time customer usage data for over 4,000 active accounts.
- Oversaw operation and maintenance of electric grids serving 20,000 customers in 3 towns in Northwest Haiti.

Leadership

PUSH *www.push-haiti.com* **Haiti & USA**
Aug 2016- Aug 2020 | *Co-Founder & President*

- Successfully led and engaged a team of 15 living in four countries and featured in Haiti's most popular newspaper, *Le Nouvelliste.*
- Facilitated trainings in employability for 130 recent college graduates in Haiti in 4 editions.
- Established partnerships with over 20 local companies placing over 40% of our trainees in jobs and internships.
- Organized the biggest youth career fair in Haiti: Over 20 companies interacting with 150 recent graduates.
- Partnered with 15 Human Resources experts and institutions to launch Haiti's first free online course on employability with over 3,000 enrollees on the *Udemy* platform.

EDUCATION HAITI *www.educationhaiti.com* **Haiti & USA**
Aug 2014- Jan 2019 | *President*

- Managed a team of 40 mentors (Haitian college students and professionals based in the USA) annually guiding 50 mentees (Haitian high school students based in Haiti) to guide them in their college applications.
- Developed partnerships, tools and structures to facilitate the admission of 20 Haitians to top US colleges with full scholarships including Stanford, MIT, Princeton, the University of Pennsylvania, the University of Rochester and the University of Notre Dame.
- Doubled the number of active mentors by reaching out to successful individuals and convincing them of the initiatives' values.

NATIONAL SOCIETY OF BLACK ENGINEERS **Notre Dame, IN**
Aug 2015- May 2016 | *President, Notre Dame Chapter*

- Coordinated a team of 5 board members and 20 active students in establishing partnerships with engineering stakeholders, advocating for black students, and organizing fundraisers to fully fund 19 members to attend the NSBE National Convention in Boston- the highest number in the history of the Notre Dame chapter.

Additional

- Fluent in French and Haitian Creole, Conversant in Spanish, Portuguese and German.
- Management Leadership for Tomorrow (MLT), *Accelerated MBA Prep Fellow*.
- Hack Reactor, Advanced and Intensive Software Engineering Immersive Program, *Graduate.*
- Solar Energy International (SEI), *Certified in International and Developing World Applications.*
- Interests in tennis, photography and learning foreign languages.

Joe Viater

317-709-1663 ◆ jviater@stanford.edu ◆ https://www.linkedin.com/in/joeviater/

Education

Stanford Graduate School of Business *Stanford, CA*
Master of Business Administration Candidate 2022

Purdue University *West Lafayette, IN*
Bachelor of Science in Management; Focus: Finance *May 2016*
GPA: 3.81/4.00; With Distinction (Top 10% of Class)

Harvard Business School Online *April 2017*
Credential of Readiness; Business Analytics, Economics for Managers & Financial Accounting
Pass with High Honors (Top 5% of Class)

Professional Experience

Eli Lilly & Company *Indianapolis, IN*

Co-Leader, Diabetes Digital Health New Product Planning (NPP) *January 2020 – August 2020*

- Developed Lilly's first digital NPP "design sprint" across ~30 cross-functional teammates for a projected $50B blockbuster drug, resulting in the creation of digital prototypes now being tested in market research
- Initiated Lilly's first behavioral science "journal club" to identify and develop pathways that adapt Lilly's digital solutions to patients' implicit needs; through this work, co-founded an "information preference" scale as an added feature within our digital solutions to stratify user experiences
- Completed a marketplace assessment of the leading 30 digital diabetes solutions and developed the "*buy, build, or partner*" strategy for Lilly's Diabetes Digital Health organization

Senior Associate, Marketing & Sales Procurement *April 2018 – December 2019*

- Coordinated with marketers to determine capabilities needed and created a strategic supply base that met those needs across creative, digital, and social agencies totaling annual spend of ~$200M
- Led a transformation initiative that moved all agencies from time and materials pricing to deliverable-based pricing, generating savings of $9.4M in 2019
- Discovered and managed a transformation initiative that moved 75% of creative and digital agency deliverables ($90M annually) to low-cost providers globally with projected annual savings of $60M

Associate, Lilly Research Labs (LRL) Procurement *July 2016 – March 2018*

- Owned sourcing responsibilities for our global research labs' goods and services totaling $125M per year
- Led a global request-for-proposal (RFP) for lab supply goods and services across 40 Lilly employees and 23 global sites – a process which had not been conducted in over 20 years – yielding savings of over $46M

Internships: GE Finance (Summer '13; Summer '14); Nielsen Analytics (Summer '15); Purdue Athletics ('13 & '14)

Community Leadership

Executive Committee (EC) Member, Lilly India Network (LIN) *March 2018 – January 2020*

- 1 of 7 leaders on the LIN EC, an Indian employee resource group of 1,300+ members focused on business impact, employee development, and cultural awareness for our 35,000-employee corporation
- Planned and emceed LIN's signature Diwali event in 2018 for 1,300+ Lilly attendees

Commencement Speaker, Purdue University *May 2016*

- Spoke as the lone student representative at Purdue University's class of 2016 graduation 5th division (of 6) for 6,000+ attendees

Leader, Iron Key *April 2015 – May 2016*

- One of 12 Purdue seniors chosen by administration to meet with the Provost bi-weekly and lead university improvement initiatives
- Created a diversity statement for the University application to which all students read and agree

President, Krannert Student Management Council *October 2012 – January 2016*

- Founded and emceed a bi-annual "State of the Union" dinner for 250 students to interact with the Dean
- Conducted regular meetings with the Dean of Krannert and the Krannert Alumni Association

Mentor, Starfish Initiative *July 2017 – June 2019*

- Mentored a 21st Century Scholar in his college preparation and personal and professional development

Mollie Viater

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

PURDUE UNIVERSITY, KRANNERT SCHOOL OF MANAGEMENT West Lafayette, IN
Bachelor of Science in Management and Marketing 2016
- GPA: 3.92/4.0; With Distinction (Top 10% of Class)

HARVARD BUSINESS SCHOOL ONLINE April 2017
HBX Credential of Readiness Certification in Business Analytics, Economics for Managers and Financial Accounting
- Passed with Honors (Top 15% of students globally)

Experience

ELI LILLY AND COMPANY Indianapolis, IN
U.S. Quality & Strategy Consultant, Managed Healthcare Services (MHS) June 2019 – August 2020
- Prepare executives for the competitive payer landscape (in which $166B flows from pharma companies to payers annually) and influence go-to-market strategies by monitoring environment trends and presenting strategic guidance quarterly
- Establish strategic priorities and deploy action plans to advance the 250-person MHS organization, contributing to improvements in employee-rated culture scores (up 5%), process-based savings ($270M), and sales growth (up 7%)
- Aligned the Executive Committee (EC) on Lilly's long-term strategy and short-term mitigation plans in the face of U.S. market reform by leading 45+ leaders in scenario planning and determining recommendations for the annual EC strategy meeting

Quality & U.S. Market Access Sr. Associate, Managed Healthcare Services (MHS) July 2018 – May 2019
- Produced educational content, which has since been scaled to 8 divisions and 40+ executives, for Lilly's Board of Directors and Executive Committee explaining product delivery and payment dynamics in the complex U.S. healthcare system
- Guided senior leadership strategic decision-making around financials, workforce maximization, business operations, and customer management by directing our organization-wide process for setting strategic goals and improving performance
- Deployed organizational strategy and developed 95 managers by planning and leading MHS's annual Leadership Conference
- Improved MHS operations by supervising a year-long external Quality review, which included writing a 50-page application detailing 237 MHS processes and results, and imbedding examiners' feedback into our strategy development

Payer & Integrated Health Systems (IHS) Sr. Associate, Managed Healthcare Services (MHS) July 2016 – June 2018
- Ensured a successful Lilly response to a competitor's launch of a $3B yearly-revenue product by leading a 5-person team in war-gaming exercises and ultimately presenting a new contracting strategy for our $4B yearly-revenue product to leadership
- Directed the creation and deployment of Lilly's first-ever Specialty Pharmacy Resource Portal, a website for ordering patient materials, which has supported 400+ customers in providing 6000+ starter kits to patients taking Lilly medicines
- Led communication strategy development, implementation, and measurement for promotional field teams (~150 people)

INTERNSHIP EXPERIENCES: Procter & Gamble (2015), Salesforce (2014), Military Family Research Institute at Purdue (2013 – 2016)

Additional

COMMUNITY LEADERSHIP

Lilly Diversity & Inclusion Initiatives Leader February 2017 – August 2020
- Led content development for the 2019 Women's Signature Leadership Conference attended by 600+ Lilly employees
- Selected by the MHS Senior Vice President to develop inclusion-based initiatives for his leadership team and organization

Lilly Managed Healthcare Services (MHS) Talent Experience Leadership Team April 2017 – April 2020
- Manage, coach, and develop an intern focused on advancing MHS's payer strategy capabilities in 2019
- Coordinated the 2018 Summer Internship Program: trained, mentored, and determined projects for 11 interns
- Served as MHS recruiting leader for Purdue University during the 2017-2018 school year and secured 2 full-time employees

Faith-Based Event Speaker January 2015 – Present
- Delivered keynote speeches regarding faith and personal development at 9 events for ~800 high school and college students

Emanuel Thornton Weiler Award Recipient May 2016
- Recognized as the top female in Purdue's Krannert School of Management for scholarship, leadership, and service achievements

Davila Service Award Recipient May 2016
- Chosen as the one student, out of 13,000 students attending the St. Tom's Catholic Center at Purdue, to be honored for service contributions (faith leadership programs, mission trips, and retreats) to both the St. Tom's and broader Purdue communities

Jordi Vila Hernández de Lorenzo, Stanford MBA Candidate

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EDUCATION

Stanford Graduate School of Business — Stanford, CA
Master of Business Administration Candidate — Sept 2020 -

Higher Institute of Aeronautics and Space (Grande École ISAE-SUPAERO) — Toulouse, France
Aeronautical Engineering Graduate Program (Year Abroad Program) Major: Space Communications — Aug 2013 – Mar 2014

- Grants and Scholarships, *Recipient* - Merit-based grant from Spanish Ministry of Education & Science (MECD)/Erasmus Scholarship (full tuition and €3.7K).
- Researcher - Conducted research for Airbus on improving ground to satellite communications and avoiding drone collisions (10hr/wk for 7 months, 2013-14)
- NASA Goddard, *Intern* - Worked on the BETTII space telescope, resulting in full-time job offer (40-60hr/wk, Apr-Oct 2014)
- Table Tennis Team, *Member* – Practiced twice weekly and participated in competitions across Occitanie Region, France (5hr/wk, 2013)

Polytechnic University of Catalonia (UPC -ETSETB) — Barcelona, Spain
Master of Science in Telecommunications Engineering — Sep 2011 – Jun 2013

- Grants and Scholarships, *Recipient* – Merit-based MECD (Spanish Government) and need-based AGAUR (Catalan Government) (full tuition and €10K).
- Master's Thesis – "Telemetry System of BETTII Space Telescope at NASA Goddard." Received honors (9.5/10)
- Mobility App, *Developer* - Led 5-member student-team to develop app for 2012 London Olympic Games (#4 among 80 competitors); hired as an intern by the sponsor, ATOS Software, as a result of the work. (30hr/wk for 7 months, 2012)
- Soccer/Volleyball Teams, *Member* – Practiced twice weekly and participated in competitions across Spain (8hr/wk, 2012)

Polytechnic University of Catalonia (UPC -ETSETB) — Barcelona, Spain
Bachelor of Science in Electrical Engineering — Sep 2008 – Jun 2011

- Grants and Scholarships, *Recipient* – Merit-based MECD (Spanish Government) and need-based AGAUR (Catalan Government) (full tuition and €15K)
  Member (1 of 8) of AUCOOP (delivering technology to rural areas) – Developed/shipped Internet repeaters and PCs to Mexico & Bolivia (2hr/wk, 2011)

PROFESSIONAL EXPERIENCE

NASA Goddard Space Flight Center (10,000 employees, Astrophysics Division) — Oct 2014 – Aug 2020
Electrical Project Development Leader (Sep 2017 – Present) — Washington D.C.

Electrical Project Development Leader for the $40M HIRMES project (space telescope hunting for earth-like planets across the galaxy)

- Manage 10 Engineers and lead all electrical-related activities of 40 electrical, mechanical and thermal engineers to integrate and operate the HIRMES space telescope mounted in a Boeing 747 as a part of the Stratospheric Observatory for Infrared Astronomy (SOFIA) program
- Coordinate deliverables and electrical system integration between 4 NASA centers, private companies and universities
- Conceived the instrument design, created a 2-year project schedule, assigned tasks to individuals and lead daily meetings
- Entrusted with hiring and mentoring 4 team members, a responsibility typically reserved for leadership members with 15+ years of experience
- Awarded the 2019 NASA Early Career Public Achievement Medal (1 of 4 recipients among 80,000 NASA employees; youngest recipient this year)

Lead Systems Engineer (Oct 2015 – Oct 2018)

Lead Systems Engineer for the $6M *Balloon Experimental Twin Telescope for Infrared Interferometry (BETTII). BETTII, a stratospheric balloon-based telescope, was the first space interferometer deployed to study the formation of newborn stars and planetary systems*

- Directed team of 20 engineers and scientists, as project's electrical and control systems lead; conceived and implemented all the control and stabilization algorithms to point the telescope in space with groundbreaking accuracy. Operated the telescope, commanding it to observe different target stars
- Validated new technology/promoted to Co-investigator (a position typically reserved for PhD/senior engineers) on BETTII v2 mission, beginning Jan 2020
- Mentored and supervised graduate research for 6 Masters and PhD students on a daily basis
- Published 9 scientific papers in journals, including the *Journal of Astronomical instrumentation* and *SPIE Defense and Commercial Sensing*

Lead Communications Engineer (Oct 2014 – Oct 2015)

Lead Communications Engineer for the Balloon Experimental Twin Telescope for Infrared Interferometry (BETTII)

- Developed a robust telecommunications infrastructure for the telemetry system used by the BETTII Telescope that detected and auto-corrected errors
- Member of the core team (1 of 2 out of 20) during deployment/operation of the telemetry system during BETTII's launch and flight. Collected 300GB of data

Equitur (Equestrian travel agency with 3 employees and €200K in annual revenue) — Dec 2006 – Dec 2011
Chief Executive Officer — Barcelona, Spain

- Secured €100K in funding, managed staff, and travelled Europe/Africa to scout locations. Managed company until 2011 sale to an investor group

LEADERSHIP AND COMMUNITY INITIATIVES

- Fundación Rafael Del Pino, *Scholarship Recipient* (1 of 12, selected from 1,500) – Awarded to Spanish citizens for excellent scholarship and potential (prize includes €50,000 annually for 2 years of business school) (2019)
- Personal project (Built IoT sensor to monitor air quality) – Installed sensors to detect pollution in high traffic areas in Maryland (2hr/wk for 16 wks, 2019)
- NASA Office of Education, *Speaker* – Promoted STEM to high school students and Latino women across Maryland (4hr/month, 2016-2019)
- USA Science and Engineering Festival (dedicated to promoting science and engineering to students), *Volunteer* – Conducted workshops and talks to educate children about applications of math and science in space telescopes (24hr annually for 2 years, 2016; 2017)
- Society of Photo-optical Instrumentation Engineers, *Speaker* – Gave lecture on pointing telescopes in space for audience of 50 (5 talks, 2017-2018)
- NASA Interviewee - Gave 7 media interviews about telescopes, Apollo's 50th anniversary and NASA to radio shows/newspapers/magazines (2015-2019)
- Personal project (Designed/Built/Flew a quadcopter drone) - Published operating software so others can build similar drones (10hr/wk, 2015-2016)
- Rural Community, Vaalwater, South Africa, *Volunteer* - Provided food/organized equestrian activities for children ages 5-14 (10hr/wk, Summer 2009)
- Horse Safaris, *Volunteer Guide* - Led overseas guests on week-long horse safaris in South Africa, Botswana and Iceland (60hr/wk, Summers 2009-2013)
- Freelance Journalist - Published 3 articles for Spanish and Mexican horse magazines describing various horse trails and safaris in Africa (2008-2012)
- Local Festivals in Spain/South Africa/Botswana/Tunisia, *Volunteer* - Organized ~50 events with horses/ponies for children (12hr/event, 2006-2011)

ADDITIONAL INFORMATION

Languages: Spanish (native), Catalan (native), English (fluent), French (fluent), Italian (basic)
Interests: Planet hunting across the galaxy, horse riding, building gadgets, playing piano, sailing, soccer, salsa dancing, and traveling (36 countries)

SRAVYA VISHNUBHATLA

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate. GMAT: 760 2020 – 2022
Fellowships: Accel Leadership Fellow, InSite Fellow, Spike Ventures (AVG), Illuminate Ventures, DigitalDX Ventures
Honors & Awards: Kappa Alpha Theta Scholar, Jane M Klausman Women in Business Scholar, Alpha Kappa Alpha Scholar

MASSACHUSETTS INSTITUTE OF TECHNOLOGY Cambridge, MA
BSc. Computer Science. GPA: 4.5 2013 – 2017
Honors & Awards: BlackBerry Scholar, Coca Cola Scholar, Vogt Achievement Scholar, NCWIT National Winner

WORK EXPERIENCE

CALENDLY San Francisco, CA
MBA Intern July 2021 – *Present*
- Led efforts to define 3-year product strategy including market sizing, competitive analysis, and technology assessment.

MINTED San Francisco, CA
MBA Intern June 2021 – *Present*
- Reporting directly to Melissa Kim, President and Co-CEO, on strategic initiatives to promote company growth.
- Led M&A strategy development, targeting strategic acquisitions across horizontal business lines such as wedding.

MODERN VENTURE PARTNERS Menlo Park, CA
Investor Nov 2020 – *Present*
Early-stage Venture Capital firm focusing on B2B and B2C Tech with 5 employees.
- Led Series B investment in Prenda, an EdTech venture; increased pipeline leveraging alumni and Coca Cola Scholars networks.

ADMIT GURU Stanford, CA
Founder and CEO 2017 – *Present*
EdTech start-up, recipient of First Act Fund grant, developing AI to systemize parts of the $47B/year private tutoring market.
- Served 350 students across 15 countries worldwide and improved standardized test scores by 15%.
- Participated in all aspects of business development from product research to operations to marketing to intern management.
- Earned grant funding to fund specification of first product launch and user testing resulting in beta soft launch.

MICROSOFT, Windows Experiences Redmond, WA
Product Manager II 2019 – 2020
- Developed partnerships with corporations including LVMH, Yum! Brands, and AXA to purchase first release of 10X products.
- Raised product quality 180% by spearheading Surface Neo craftsmanship, collaborating with Brand and Global Marketing.
- Assessed core capabilities of engineering pipeline and proposed cross-functional features, earning funding from CVP.

Product Manager I 2018 – 2019
- Achieved record new device growth of 49.5M and 8% MAD by delivering core semiotics redesign for all Windows products.
- Created original digital media campaign to evangelize Windows 10X, including interactive prototype experience, video content, and series of blog posts and community engagement.
- Chosen to present at Microsoft's BUILD Conference on Human Psychology & Impact on UX due to depth of work on Windows.
- Improved job satisfaction by 20% and retention to 80% by restructuring mentorship program for interns.

Product Manager 2017 – 2018
- Awarded early promotion to Product Manager I as a result of leading, designing, and launching Effortless Desktop to Windows10 globally resulting in 38% (record high) user retention and 1.5M social media impressions on launch day.
- Analyzed data for Tabbed Sets across the company to define growth strategy with executives such as CVP Joe Belfiore.
- Initiated company-wide program for more continuous user research between engineers and consumers, allowing engineers to interface with 50+ more customers than before and bringing Microsoft's community engagement to next level.

INTERNSHIPS: Paintru (2020), **Google** (2015, 2016), **Goldman Sachs** (2016), **Intel** (2014)

LEADERSHIP & COMMUNITY SERVICE

PERFORMING ARTIST, *Bharatanatyam, Kuchipudi, Tap, Ballet, Jazz, Bollywood* 1998 – *Present*
- Received MIT grant to study dance in India at the Kalakshetra Foundation, recognized by an Act of Indian Parliament.
- Awarded title of Josh International Winner in 2013 and offered opportunity to be featured in Bollywood films.

NON-PROFIT BOARD MEMBER: She Codes Art (2020), **Desi Dance Network, Inc.** (2019, 2020), **Carco Theatre** (2019, 2020)

ADDITIONAL INFORMATION

Publication: "*Merit Scholarships for Colleges in the U.S.*" Available at Amazon. First resource of its kind.

Other Interests: Directing Bollywood music videos, debating ethical dilemmas, and reading about behavioral psychology.

PHILIP VON HAHN

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EDUCATION

Stanford University Graduate School of Business **Class of 2022**
Masters of Business Administration Candidate Stanford, CA, USA

Williams College **September 2011 - June 2015**
Bachelor of Arts Magna Cum Laude with Honors in History Williamstown, MA, USA
GPA 3.8. GMAT 760. Class of 1960 Scholar. Arthur B. Graves Prize for the Best Senior Thesis in History

Exeter College, Oxford University **September 2013 - June 2014**
Selected for Williams' highly competitive year-long tutorial program at Oxford University Oxford, UK

EXPERIENCE

Tinicum Incorporated **August 2017 – August 2020**
Investment Professional, Private and Public Equity New York, NY, USA

- Representative Transaction: *EA Patten.* Completed $150M+ add-on to aerospace platform
  - Built bottom-up financial model with revenue build by part sold to aerospace engine programs
  - Developed capacity expansion plan with target management team based on commercial analysis
  - Managed quality of earnings, tax, and environmental due diligence workstreams
- Representative Transaction: *Project Laser.* Attempted $1.2B+ acquisition of lighting products business
  - Built financial model with revenue and gross profit build by product category, sensitized for different financing, M&A, and transaction structure scenarios
  - Led expert calls and managed advisors to build understanding of commercial lighting market
- Representative Transaction: *Project Tool.* Accumulated $75M+ position in public industrials business
  - Built financial model of segments by end market; sensitized for achievement of operating improvement initiatives, transaction structure scenarios, and end market cyclicality
  - Developed investment memos and cycle analyses based on discussions with management, interviews with outside experts, and macroeconomic indicator research
- Representative Transaction: *Project Blue.* Attempted ~$20M equity investment in high growth robotics end-of-arm-tooling designer and manufacturer
  - Initiated contact with management, attending trade shows and user conferences and meeting 1-on-1 with founder/CEO to diligence business model, market position, and team
  - Led calls with distributors, application engineers, and end users to diligence product market fit
  - Analyzed sales data and built financial model sensitized for new software revenue streams
- Representative Transaction: *Project K.* €75M+ Sale of Doduco GmbH
  - Supported restructuring effort and subsequent sale process at Germany-based portfolio company
  - Took business from EBITDA negative to 10%+ PF margins over nine months during COVID-19 pandemic through headcount rationalization and labor union negotiations in Germany and Spain
  - Ran sale process, managing financial reporting and bank relationships, legal team, and company re-org; closed sale to a strategic acquiror three months after conclusion of labor negotiations

Tinicum Incorporated **January 2016 - July 2017**
Operations Frankfurt, Germany

at Profil GmbH (Tinicum Portfolio Company)

- Worked closely with CEO, COO and Controller on analysis to support budgeting, operations, and strategy
- Analyzed shifts in product mix and margin as a basis for future production and sales planning
- Worked at multiple production sites in assembly, stamping, cold-forming, packaging, and sorting

at Doduco GmbH (Tinicum Portfolio Company)

- Developed M&A strategy with CEO, evaluating potential add-on investments in precious metals refining
- Analyzed margins across product families to develop pricing strategy and product line rationalization plan
- Worked at multiple production sites in stamping, reel-to-reel plating, and assembly

ATHLETICS & PERSONAL

Williams College Crew Williamstown, MA, USA
Varsity Boat (training >16 hours weekly). New England Champion

Personal: Strong in French and German Languages. Canadian and German citizen. Lean Six Sigma Green Belt

David Wangombe Wagura

267-542-4001 | Dwagura@Stanford.edu | https://www.linkedin.com/in/david-wagura/

EDUCATION

Stanford Graduate School of Business *Stanford, CA*
Master of Business Administration Candidate *2022*
Involvement: Tech Club, Black Business Student Association (BBSA), Africa Business Club (ABC)

The Pennsylvania State University, Schreyer Honors College, GPA: 3.97/4.00 *University Park, PA*
Honors B.S. in **Industrial Engineering**, with Highest Distinction **(Student Marshal)** *2016*
Honors B.S. in **Economics,** with Highest Distinction

- *Minor:* Business; *Thesis:* Movie Actor Success Prediction
- *Internships:* ArcelorMittal, Industrial Engineering Intern (Summer 2013); CNH Industrial, Process Engineering Intern (Summer 2014); Connors Group, Industrial Engineering Analyst (Fall 2014, Summer 2015)
- *Leadership:* Engineering Ambassador (2013 – 2016), Freshman and Sorority Dorm Resident Assistant (2013 – 2014), National Society of Black Engineers Executive Board (2012 – 2013)

EXPERIENCE

Deloitte Consulting LLP, *Strategy & Operations, Enterprise Operations* *Philadelphia, PA*

- Earned highest performance tier (top 10% of consultant class)
- Recognized by the National Supply Chain offering lead Principal as a top 10 performer across all levels within an 80-person Supply Chain Analytics initiative that supported $152M in sales
- Selected as an Industrial Products and Construction Industry Fellow (only consultant selected within the US and India Consulting practices) to advise senior leadership on firm strategy development and implementation

Consultant *Aug 2018 – July 2020*

- Scoped, pitched to client executives, and closed deal for a $3.7M project involving the assessment, design and implementation of customer operations processes and the development of the "Future of Field Service"
- Managed five Business Analysts (BAs) in ServiceNow enabled process design impacting over 1000 users; three of the BAs were on their first engagement with one receiving an early promotion
- Led a team of 4 BAs in the development of detailed plans including charters, timelines, resources and budget plans for the 2019-2022 delivery of 31 client projects as part of a large transformation for a $50B company

Business Analyst *Aug 2016 – Aug 2018*

- Owned the development of 2 of 7 of capabilities focused on inventory management with client VPs, Directors and SMs that helped earn the client $400M in funding with $20M+ turning into Deloitte projects
- Created processes, playbooks and projects that streamlined the execution of development, procurement and shipping and led to a 30% improvement in on-time part delivery and added to foundational Deloitte eminence
- Developed and managed a 2500-line project plan to ensure timely execution of a two year $40M Electronic Health Record system implementation

General Council, Local Business Analyst Action Committee *Mar 2017 – July 2020*

- Selected as head of community of 26 Strategy & Ops BA/Cs overseeing a five-person board to execute 24 events around community service, grad school, recruiting and training; reach extended to 60+ other local BA/Cs
- Advised firm leadership on local BA/C priorities and provided feedback on national initiatives
- Founded a monthly "Philly Next Gen Technologies Club" inviting SMEs to speak on Next Gen topics (e.g., NLP, DSN, Cloud, Smart Manufacturing) and sharing material to over 100 local practitioners

ADDITIONAL INFORMATION

Global Community Service and Exposure

- Bolivia (2018): Developed a self-generating funding strategy for a social justice organization in Cochabamba
- Peru (2016): Designed a scheduling model and sustainability plan for an ecotourism lodge in Puerto Maldonado

Interests and Languages

- *Hobbies:* Discussing and debating films and shows (owner of 300+ DVDs); studying expert storytelling within rap battle leagues around the globe; analyzing diverse approaches and philosophies in MMA and boxing
- *Languages:* Kiswahili, Kikuyu

Satoko Wakasa

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Summary

Passionate about bringing together a diverse group of people to create value and innovation; contributing to the shift towards de-carbonization; and designing processes, systems and organizations that maximizes impact. Have a broad range of international business experiences which includes leading the financial due diligence, valuation, planning of two strategic acquisitions Mitsubishi Corporation (MC) executed to create an integrated energy business platform in the United States, the post-merger integration processes for finance related matters that followed these acquisitions, as well as leading three international tenders in Mexico that MC participated with an multinational partner, to plan, build and operate power plants in the country. Has background in finance, a Certified Member Analyst of the Securities Analysts Association, and has successfully raised over 2 billion dollars for MC's power businesses in the United States, while seconded to Diamond Generating Corporation (MC's 100% subsidiary). Has been recognized in MC's quarterly Investors' Notes featuring female leaders at MC working globally.

Experience

Mitsubishi Corporation (MC) Tokyo, Japan

A global integrated business enterprise that develops and operates businesses in around 90 countries and regions.

Manager, Strategy & Planning Office, International Power Division May 2021 – June 2021

Responsible for managing and strategically planning for MC's US downstream (retail) business in the energy space.

Diamond Generating Corporation (DGC) Los Angeles, CA & Boston, MA

100% subsidiary of and integrated business platform for MC Power Solution Group's businesses in North America.

Assistant Director, Finance November 2016 – May 2021

Responsible for financing and M&A related activities. Member of cross-division task force and led new business development initiatives.

- Led financial due diligence, valuation and business planning for acquisition of Boston Energy Trading and Marketing (BETM) and Nexamp, key acquisitions in creating integrated energy business platform in the US.
    - Led post-merger integration processes for finance related matters in coordination with BETM/ Nexamp leadership, which required maintaining and supporting existing corporate cultures and strengths of both companies while establishing MC standard controls and governance.
    - Established $600MM credit line for the two companies and created efficient processes/framework for financial reporting, internal approvals, and credit line usage/monitoring.
- Managing cross-division business development taskforce to further expand DGC's platform after acquisitions of BETM and Nexamp, in collaboration with business partners.
    - Established future vision for DGC, identified targeted investment areas and created business implementation plan after extensive market research and due diligence on multiple investment opportunities.
    - Shaped scope/framework of each sub-project, assigning tasks to appropriate members or external experts and facilitating communications and high-quality brainstorming sessions
    - Built strong relationship with and managed expectations of business partner amidst challenges including the slowdown of business associated with COVID-19 outbreak.
- Closed 6 refinancing projects for DGC's renewable and gas-fired generation projects in the US (total financing raised: $2 billion), including Sentinel project (2019, southern California), which took place during a major wildfire and required sensitive negotiations to address rising credit-risk concerns of lenders while still satisfying project sponsors.

Mitsubishi Corporation Tokyo, Japan

Assistant Manager, Latin America Team, New Energy & Power Generation Division Oct. 2012 – Nov. 2016

Responsible for business development activities in Mexico and project lead for 3 international tenders.

- Led 3 competitive international tenders on gas-fired generation projects held by CFE (Federal Energy Commission of Mexico), including project management, interface and alignment with international partner, and negotiation with lenders. Secured most competitive financing terms and conditions among tender participants through analyzing previous tenders and managing challenging negotiations with banks.
- Led Latin America market research process as foundation of business development: establishing framework, setting goals, and assigning tasks. Narrowed focus to 3 countries and developed strategies to enhance or create business.
- Executed financing and acquisition of Chilean coal-fired generation project. Completed all condition precedents on tight schedule, prioritizing them, establishing timeline, and assigning individuals to manage

execution processes, which included deciding the investment structure and incorporating multiple entities outside of Japan. Created first business process/operations manual for asset management duties for this newly added project.
- Supported development activities of EES (Energia Eolica del Sur), one of the largest wind projects in Mexico and in Latin America.

Additional Experience

Diamond Generating Corporation: Trainee, Business Development (Jun. 2011 – Oct. 2012)
Mitsubishi Corporation: International IPP Team, Power & Electrical Systems Division (Apr. 2009 – Jun. 2011)

Education

Stanford Graduate School of Business, Stanford MSx Program, 2021 - 2022
- A one-year, full-time degree program for experienced leaders.

Keio University, Political Science, Bachelor of Laws, 2004 – 2009
- Member of Professor Inoue's African Regional Studies Laboratory; thesis: Emerging Bottom of the Pyramid Businesses in Africa and Its Impact on Society.

Universite Toulouse 1 Capitole, International Law and Politics, 2006 - 2007
- Selected as 1 of 2 students to study at Toulouse Capitole University, sponsored by Keio University. Took all classes in French, including on international law and politics and European Union studies.

Additional

Harvard Business School Online Certificate Program
- A course providing strategies for shaping and influencing managerial processes, focusing on decision-making, implementation, learning, and change.

Financial Certificates
- Certified Member Analyst of the Securities Analysts Association of Japan
- Japan Statistical Society Certificate Grade 2 (upper-intermediate, adept at statistical analysis)
- Official Business Skills Test in Bookkeeping Grade 3 (intermediate)

Languages
- Japanese (native), English (fluent), French (intermediate), Spanish (intermediate)

Volunteer Experiences
- Grameen Bank (2008): Volunteer/Interned for 2 weeks at headquarters in Dhaka, Bangladesh. Interviewed users of microfinance programs, learned schemes of new initiatives, including Grameen Bank's partnership with world leading food company Danone, visited related facilities, and created activity reports in English.
- YMCA Phayao (2005): Volunteered for 1 month at YMCA's Phayao Center, a shelter protecting children in Thailand from human trafficking. Supported teachers and managers in teaching, housekeeping, and playing with children.
- AIESEC (2004 – 2008): Volunteered for 4 years at AIESEC, a student-run non-profit organization active in more than 120 countries with over 40,000 members. Supported Japanese students to find, prepare for, and reflect on international internships; chosen as one of the ambassadors representing AIESEC Japan for two AIESEC international conferences, in Asia (Taiwan) and Europe (Belgium).

JOSEPH S. WALTERS

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Palo Alto, CA**
Master of Business Administration ***Expected: June 2022***

- Hispanic Business Student Association (Co-President); Wellness Club (Co-President); Venture Capital Club; Real Estate Club; Admitted Students Weekend Committee (Head of Food & Social Events); Diversity & Inclusion Pod Leader; Blockchain Club

STANFORD LAW SCHOOL **Palo Alto, CA**
Juris Doctor ***Expected: June 2022***

- Stanford Journal of Law, Business & Finance (Managing Editor); Stanford Latinx Law Students Association (Head of Familia); Entrepreneurship Club (Co-President); Teaching Assistant (Accounting; Corporate Finance; International Business Negotiation); JD/MBA Club (Co-President); Domestic Violence Pro Bono Partnership; China Law Policy Association (Co-President); Small Business & Entrepreneurship Law Project (Pro Bono)

UNIVERSITY OF CALIFORNIA, LOS ANGELES – HONORS COLLEGE **Los Angeles, CA**
Bachelor of Arts in Economics *(Graduated in two years)* ***June 2015***

- *Summa Cum Laude*; Dean's Honors List (every quarter); Honor of Outstanding Achievement in the Economics Major

PROFESSIONAL EXPERIENCE

TOYOTA VENTURES **Los Altos, CA**
MBA Summer Venture Investor ***Summer 2021***

- Invested out of $500mm+ standalone corporate venture fund (GP/LP structure) in AI/ML, mobility, robotics and energy companies
- Managed diverse aspects of 6 financings (initial, follow-on, and fund-of-fund investments); evaluated 150+ companies for investment

TESLA, INC. **Palo Alto, CA**
MBA Summer Intern *(Finance & Strategy)* ***Summer 2020***

- Worked with cross-functional team on national go-to-market strategy for 3 core energy initiatives: Solar Roof, PV solar, and Powerwall
- Developed actionable new market entry framework for new energy initiative; pitched framework to senior executives, drove pivot

KIRKLAND & ELLIS LLP **Palo Alto, CA**
Summer Associate *(Private Equity M&A)* ***Summer 2019***

- Provided legal support on 5 M&A transactions: 1 exit, 3 platform add-ons, and 1 debt financing; aggregate deal value of $2bn+
- Selected experience:
  - Assisted HGGC with sale of interest in health care marketing roll-up, Integrity Marketing Group, to Harvest Partners
  - Coordinated with legal groups across firm to develop robust due diligence strategy for Integrity Marketing Group add-ons

CLUB SOCIAL, INC. **Palo Alto, CA**
Founder & CEO ***November 2016 – March 2019***

- Founded social media company with 10mm+ Instagram followers; customers included AOL, TikTok, Staples, and got milk?
- Sold all material company assets to strategic acquirer on favorable deal terms

TEN ONE TEN VENTURES **Los Angeles, CA**
Venture Capital Analyst *(Seed & Series A)* ***October 2015 – October 2016***

- Supported dozens of deals leading to 6 investments: prepared financial models, valuation analyses, and Limited Partner presentations

RENDER MEDIA, INC. **Los Angeles, CA**
Strategic Partner Associate ***October 2015 – October 2016***

- Worked directly with Google AdSense co-founder acquiring 7 digital media properties, driving 131% YoY annualized revenue growth
- Conceived of and developed analytical model optimizing dispersion of digital video content to 25mm social media followers

SELECTED START-UP CONSULTING & ADVISING EXPERIENCE

Summary: Advise start-up executives on their most high-impact and critical business decisions, including fundraising and process optimization

- **Jewel Media Partners** – Early-stage investment company taking minority stakes in social media businesses
- **Subby, Inc.** – Automated subscription sharing for consumers, empowering everyone to have access to more subscriptions
- **Impact, Inc.** – Digital and social media marketing company inspiring millions of young followers to transform the future
- **Heart Water, LLC** – Rainwater-harvesting technology company providing sustainable drinking water across the country
- **Espire, LLC** – Digital and social media marketing company with platform of influencers with collectively billions of followers
- **Movement Health Science, Inc.** – Providing preventative medical care; customers include MLS, NBA, NFL, and Olympic athletes

ADDITIONAL

- **Languages** – Working proficiency in Spanish; received California State Seal of Biliteracy
- **Interests –** Physical fitness, current events, chess, mentorship, nature, travel (domestic & international), reading, cooking

ZACH WALTERS

zwalters@stanford.edu · 214-934-9100 · Stanford, CA

EDUCATION

Stanford Graduate School of Business Sep 2020 – Present
Master of Business Administration Candidate
- GMAT: 760 (99th percentile) | Member of Healthcare, Product, Entrepreneurship and Social Impact Clubs

Harvard University Aug 2011– May 2015
B.A. Economics, Secondary in Global Health and Health Policy
- Cumulative GPA: 3.75 | 1st Team Scholar All-American (Swimming) | 2x Olympic Trials Qualifier

EXPERIENCE

Fertifa (London, United Kingdom) Aug 2021 – Present
Head of Product
- Promoted from Senior Product Manager to Head of Product after leading a 6-person multidisciplinary team across engineering, UX design, and user analytics for iOS and Android development
- Developed the feature roadmap and design for fertility benefits app to facilitate personalized care journeys
- Implemented Jira, Amplitude, and Figma use structure and review cadence preceding PM org expansion

Garner Health (New York City, NY) Jun 2021 – Aug 2021
Data Product Manager
- Owned doctor recommendation product from concept to launch across neurology, nephrology, and pediatric care
- Research, design and test mobile app features to increase engagement, retention, and satisfaction metrics
- Partner with marketing to evaluate and prioritize UX/UI needs across onboarding, profile creation and search

Avid Ventures (Remote) Jun 2021 – Aug 2021
VC Intern
- Synthesize investment theses, competitive maps, and pipeline across mental health and at-home health markets
- Owned all aspects of the investment process across sourcing, diligence, and memos for target companies

Stanford GSB Impact Fund (Stanford, CA) Nov 2020 – Present
Investment Director, Healthcare Team
- Elected 2021-2022 team director; recruit and lead a team of six investors to manage sourcing and diligence
- Invest in early-stage for-profit ventures that increase healthcare affordability, accessibility and equity

Google (Mountain View, CA) Oct 2018 – Jul 2020
Strategic Partnerships Manager, Mobile Applications Platform
- Led the NA and LATAM strategy initiative to prioritize global features on Google's mobile monetization platform
- Worked with Verily to form partnerships with healthcare systems, facilitating accurate distribution of COVID information to patients in need and relieving burden for overworked healthcare workers
- Grew partner app publishers' businesses by identifying monetization opportunities, lifting ARR $20M+

Microsoft (Bellevue, WA and Tokyo, Japan) Jul 2015 – Oct 2018
Business Development, Investor Relations, & Consumer Devices Roles
- Promoted after negotiating multiple $10M+ search and advertising partnerships with leading mobile developers
- Co-led the 3D and AR/VR advertising product strategy with engineering, introducing new advertising models to virtual reality retail experiences and enhancing Bing searches for 35% higher advertisement click rates

ACTIVITIES & LEADERSHIP

Project Ethiopia (Seattle, WA and San Francisco, CA) Jun 2018 – Present
Health Infrastructure Research and Planning Lead
- Researched, designed, and led the procurement process for 840 sanitary, sustainable, and affordable latrines
- Evaluated linoleum and vinyl flooring substitutions to minimize parasitic infection, anemia, and asthma rates

NoSchoolViolence.org (Seattle, WA) Dec 2017 – Sep 2018
Health Data Research Analyst
- Aggregated and analyzed data correlating health and dietary factors with violent behavior, including connecting key micronutrient deficiencies with aggression in adolescents, to consolidate information for K-12 education

Skills: SQL, R, Jira, Figma, UX design, user analytics, product A/B testing, budget planning, market research
Interests: Global nutrition, positive psychology, futurism podcasts, animated shorts, Dallas Mavericks

Annie Wang

awang22@stanford.edu | 832-287-7641

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Leadership: Stanford Women's Circles Associate Board, Finance 321 (Investment Management and Entrepreneurial Finance) TA
- Non-GSB Coursework: Negotiation, International Business Negotiation (both SLS)

DUKE UNIVERSITY Durham, NC
Bachelor of Science in Economics, Minor in Philosophy 2015

- GPA: 3.98, Summa Cum Laude, Phi Beta Kappa
- Leadership: Investment Club Portfolio Manager, Econ 101 TA, Duke Pre-Law Society President

PROFESSIONAL WORK EXPERIENCE

STRIPE San Francisco, CA (Remote)
MBA Intern, Business Operations Summer 2021

- Drove high priority, cross-functional initiatives to accelerate growth at a $95bn fintech (Series H)
- Spearheaded a cross-functional team to develop and execute the GTM integration strategy for Stripe's largest acquisition
- Hosted a fireside chat with Claire Hughes Johnson (former COO)

EVERLYWELL Austin, TX (Remote)
MBA Intern Spring 2021

- Built a GTM plan for Everlywell, a primarily D2C at-home health-testing business, to expand its enterprise segment by entering the wholesale provider market (Series D)

WARBURG PINCUS New York, NY
Private Equity Associate, Technology 2017-2020

- Identified, evaluated, and monitored investments for $65B+ private equity firm, with focus on software, data, and Internet investing
- Co-led auto tech and D.C. Metro Area prospecting efforts by developing investment theses, building relationships with top prospects and industry advisors, and evaluating potential transactions
- Selected by group head to run weeklong training for new TMT hires in 2018; also spearheaded multiple grassroots women's initiatives across the firm

Selected Transaction Experience

- Sale of RS Energy (closed): led sale process that resulted in a $1B+ exit (5x+ MoM) after partnering with management (acted as CFO's primary point of contact) and serving as board observer for two years prior; directly managed all third-party sell-side advisors (i.e., bankers, accountants, consultants, and lawyers) while working closely with C-suite; sole associate to be staffed on a portfolio company without a VP
- Potential acquisition of ~$200M legal software provider: identified threshold questions and action items that guided an accelerated diligence process; designed and oversaw survey that was used to forecast market sizing and relative share; uncovered key findings on go-to-market that impacted view on unit economics and profitability
- Potential acquisition of $1B+ auto parts marketplace: spearheaded commercial diligence to validate market attractiveness and competitive positioning; recruited and oversaw eight industry advisors to verify health of the core business and evaluate key growth areas; coordinated diligence and bid logistics among investor group (two co-investors)

BANK OF AMERICA MERRILL LYNCH New York, NY
Investment Banking Analyst, Mergers & Acquisitions 2015-2017

- Provided advisory services to clients across multiple industries, including media and healthcare
- Conducted in-depth financial analysis to assess valuation, evaluate returns, and guide client decision-making

Selected Transaction Experience

- Cover bidder on acquisition of Tribune Media ($3B+): created detailed merger model to assess the financial impact of the transaction to the acquirer; conducted interloper analysis to understand the ability to pay by other bidders, which informed our bidding strategy
- Acquisition of Innovatix and Essensa by Premier Health ($325M; closed): coordinated due diligence among buyer, seller, and advisors; iterated on various earnout structures to bridge valuation gap between buyer and seller; prepared fairness materials to assist board in approving the transaction

ADDITIONAL

- Conversational in Mandarin (native)
- Volunteer work with NYPACE to provide pro bono consulting to small businesses, The Lower Eastside Girls Club to work with underprivileged youth, and WIN to mentor young professional women
- Enjoys yoga, pilates, hiking (Peru, Tour du Mont Blanc), traveling, exploring new cuisines, and cooking

MICHELLE WANG

469-358-5608 | michmw@stanford.edu

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
The Wharton School – Bachelor of Science in Economics, Concentration in Finance and Management 2016
College of Arts & Sciences – Bachelor of Arts in Anthropology, Concentration in Cultural Anthropology

- **Cumulative GPA**: 3.91/4.00; **GMAT**: 780
- **Honors**: summa cum laude, Beta Gamma Sigma (top 10% Wharton), Benjamin Franklin Society (alumni giving)

Experience

KOHLBERG KRAVIS ROBERTS & CO. (KKR) Menlo Park, CA
Private Equity Associate, Technology Group 2018 - 2020

- Led diligence processes for investment opportunities in enterprise software and consumer internet
- Provided ongoing strategic, operational and M&A support to portfolio companies' senior management teams
- **Portfolio management and operational experience:**
  Product and go-to-market strategy
  - Evaluated BMC's product portfolio to determine product investment roadmap by analyzing industry landscape and competitive positioning; analysis led to the strategic combination of two internal BUs
  - Developed a product migration strategy based on collecting customer feedback, dissecting customer cohorts, and projecting ROI by type of customer
  - Conducted consumer and seller surveys to identify product differentiation by segment for a horizontal ecommerce marketplace

  Unit economics and business metrics analysis
  - Collaborated cross-functionally with various teams at BMC to run retention and unit economics analyses
  - Created performance dashboards and monitored business health metrics across investments, focusing on key growth levers for a variety of enterprise and consumer businesses

  Growth modeling and corporate development
  - Helped BMC management team assess M&A opportunities through both strategic and financial lenses
  - Worked with CFO of Transphorm to build a growth projection model by incorporating retention/upsell/churn dynamics of customers and scenario sensitivity analyses
- **Investment experience:**
  - Acquisition of BMC Software (closed Oct 2018, $8Bn+ infrastructure software company)
  - Potential acquisition of a supply chain planning software company (terminated in Feb 2020)
  - Potential acquisition of a $3Bn+ event ticketing marketplace (terminated in Oct 2019)
  - Other diligence areas: ecommerce marketplace, robotic process automation software, IT services

MORGAN STANLEY New York, NY
Investment Banking Analyst, Technology Group 2016 - 2018

- Participated in a variety of IPO, M&A, and debt financing projects across software and internet sectors
- Worked directly with senior management teams to create management presentations and financial analyses
- Conducted extensive valuation analyses including public comparables, DCF, LBO, and precedent transactions
- Managed intensive sellside and buyside diligence processes coordinating with multiple parties and advisors
- **Transaction experience**:
  - Yext's $133mm IPO (Apr 2017, search experience software)
  - Bandwidth's $83mm IPO (Nov 2017, communications API platform)
  - Infor's $2Bn+ Equity Investment by Koch Equity Development (Feb 2017, ERP software company)
  - Other companies: Dataminr, Q2, grocery ecommerce company, learning management software company

Additional

- **Language & Other Skills**: Native & business proficient Mandarin Chinese, Excel (advanced), Python (basic)
- **Volunteering Activities**: BUILD Bay Area (associate board member & VC advisor), Penn alumni interviewer, Penn pro bono alumni consulting, SEO Alternative Investments Fellowship Program
- **Interests**: Hiking and backpacking (Peru Inca Trail, Chilean Patagonia, Southern Utah, Appalachian Trail, Vietnam Sapa Valley), yoga, skiing, golf, audio books

PENGPENG WANG

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EXPERIENCE

Pfizer Inc. Beijing, China

Portfolio Strategy & Development Lead, Cardiovascular Marketing 2018 – 2020

- Transitioned from corporate strategy & consulting to commercial and led 3 direct reports
- Responsible for Top 2 products of Pfizer China, **Lipitor (#1 western drug** in China pharma market**, $1.2Bn+ sales) and Norvasc (#1 hypertension drug, $500Mn+)**, contributing 50%+ of total business
- ***Portfolio strategy formulation and execution***
  - Drove market expansion strategy in lower tier markets and engaged with 3,000+ salesforce to ensure execution, attaining 43% growth despite aggressive unfavorable government policy
  - Led company top strategic project, China Cardiovascular Health Index, to engage key stakeholders and shape health policies on disease diagnosis & treatment in 20 provinces
  - Conducted market research (10+) and business analysis to support strategy formation; created interactive online performance dashboard and monthly reports for 200+ commercial leaders
- ***Product lifecycle & portfolio optimization***
  - Identified a thrombolytic drug with a potential of $250Mn and high synergy with current portfolio; pioneered new sales model that fully utilized existing salesforce and reduced layoff by 50%
  - Led cross-functional teams to launch a new rare disease drug in less than 1 year (avg. 2-3 years)
- **Fast-track promotion twice** in 1.5 years as the youngest sr. marketing manager (10-15 years younger than peers)

Strategy & Innovation Manager 2016 – 2018

- Developed **digital strategy roadmap** for Pfizer China; led cross-functional teams and external partner to pilot the company's **1st digital platform** attracting 3,000+ physicians via 20+ online events in 3 months
- Managed **$1Mn internal innovation seed fund "SuperSeeds"**; led a team to invest in 10 out of 150+ cases and scale up invested cases; top 3 cases generated additional sales of $6Mn in 1 year
- Strengthened company's innovation capability by redesigning **internal governance and process for innovation** and forming **strategic collaborations with leading business schools**
- Supported senior leadership in developing **annual strategic plans** and **business reviews**; received positive feedback and secured $630Mn investment from the headquarters
- **Fast-track promotion** in 1 year (avg. 2-4 years) and acted as **interim team lead** for 4 months

Bain & Company Shanghai, China

Associate Consultant 2014 – 2016

- Successfully delivered **7+ healthcare and consumer products projects** serving multinational and local clients; also developed key company IP **"China Shopper Report"** featured in various media
- Experienced with corporate/BU strategy, brand repositioning, competitive strategy and performance turnaround
- **Acted as individual workstream leader** to design work plan, manage junior associates and control delivery quality

L.E.K. Consulting Shanghai, China

Associate 2012 – 2014

- **Top performing associate** - #1 ranking in performance reviews and high-profile case allocation
- Conducted **extensive research, analysis and modeling**; experienced with market entry, growth strategy, M&A, business model innovation and due diligence via **13+ healthcare projects**
- Developed solid **healthcare knowledge base** across pharma, medtech and services sectors and 8+ therapeutic areas

PRE-MBA EXPERIENCE

Dedao APP (China's leading online education platform, 45M+ users) Beijing, China

Content Development Intern 2021

- Developed contents for Dedao's top audio program (DAU 300-400K) featuring daily in-depth analysis of a global news headline; conducted intensive research on various media, think tanks and KOLs
- Collaborated with leading social media to create a new lifestyle column that attracted 200K+ views
- Optimized content development methodology and process and designed various supporting tools, based on extensive interviews, best practices research and data analysis

GGV Capital Shanghai, China

GGV Fellows ` 2021

- Highly selective (5% acceptance rate) entrepreneurship talent program that includes sharing from unicorn startup companies and investors across sectors, skill trainings and business plan demos

ZhenFund (China's top early stage VC) Shanghai, China

Healthcare Startup Camp 2021

- Highly selective (10% acceptance rate) healthcare focused entrepreneurial talent program that includes company visits, founder/investor sharing, business plan demos and networking events

EDUCATION

Stanford Graduate School of Business Stanford, CA

MS in Management – one-year, full time degree program for experienced leaders 2021- 2022

STEM degree, 3-year U.S. Work Authorization (OPT)

Duke University Durham, NC

BS, Economics & Political Science with Distinction 2008 – 2012

ADDITIONAL

Volunteering: World Economic Forum Global Shapers; Duke Beijing Alumni Association (Alumni Activities Chair)

Interests: piano (awarded highest-level certificate by Shanghai Academy of Music); clarinet; dancing (modern, African, jazz, social); ancient Chinese architecture; theatre & musicals; 30 Day Challenge

SYLVIA YI WANG

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EDUCATION

STANFORD UNIVERSITY, GRADUATE SCHOOL OF BUSINESS STANFORD
Master of Business Administration, MBA Candidate 2022

THE UNIVERSITY OF CHICAGO CHICAGO
Bachelor of Arts with Honors 2016
Dean's List, Major GPA 3.7/4, Double Major in Media Studies and Art History, GMAT:760 (99th percentile)

EXPERIENCE

BYTEDANCE BEIJING
The parent company of Tik Tok 2020
Pre-MBA Intern to the CFO

- Worked on investments in technology, consumer products, and real estate, rotated with management roles

NEW CHINA ASSET MANAGEMENT HONG KONG
Investment fund of the Fortune Global 500 New China Life Insurance, AUM 87 billion USD 2017-2019
Associate, Assistant Investment Manager, Private Equity Department

- Led the firm's new business pipeline of seed and growth-stage investment, screened the potentials and completed two deals in start-ups that use high-tech to renovate respective fields – media and education
- Conducted market research and financial models for investment potentials in TMT, initiated the fundamental research on the media industry, presented a data book that included 32 media companies in the Asia Pacific
- Fastest promotion to the assistant investment manager in company history and reported directly to the CEO

Selected Transaction Experience:

DJI – the world leader in the drone and aerial photography systems

- Managed the reports of invested company DJI in the portfolio; in charge of communicating with other LPs, conducting financial analysis; worked on and coordinated the due diligence process with cross-functional professional advisors including industry experts, investment bankers and lawyers

IPO of Meituan, iQiyi, China Literature, and China Education Group

- Built the financial models, provided feedbacks on investment expectation and led the presentation to the investment committee for the firm's significant IPO deals in the TMT space

DJI-New China Fund – funded the top smart agriculture company in China

- Built the structure, conducted financial analysis and risk test, and executed the procedure of initiating the fund
- Led the portfolio management with the valuation quadrupled in 1 year

FACING EAST ENTERTAINMENT LOS ANGELES
Studio of Oscar-winning producer Philip Lee 2016-2017
Investment Associate

- Initiated the cooperation between an A-share listed Chinese company and a top 10 U.S. studio to establish a joint venture; responsibilities included preparing the term sheet and mediating negotiations
- Participated in the financing, creative and operational process of the collaborations with major Hollywood studios Paramount, Lionsgate and Sony on film, television and Internet series projects, one of which received box office over USD 250 million
- Connected investors for the financing process of Facing East; duties included initiating connections with the U.S. and China-based funds, drafting pitch books, leading roadshows
- Led the analysis on purchasing adaptation rights from Kodansha, one of the largest publishing companies

ADDITIONAL

- **Entrepreneurship: CFO of Hutong Culture**, a state-level exemplary media start-up founded by Peking University Entrepreneurship Center, successfully sourced funding and high-profile deals for the company
- Native Speaker of English and Chinese, Proficient in Japanese, hosted business conferences; published writer
- Skills**:** Bloomberg; Private Pilot Training; Sold a screenplay to a major VFX studio in Hollywood

Mathieu (Matt) Wardrop
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617-309-9075 | mwardrop@gmail.com

EDUCATIONAL EXPERIENCE

Stanford University (Graduate School of Business) **Palo Alto, CA**
Candidate for M.B.A degree Expected May 2022

- Co-President of the Travel & Hospitality and Real Estate clubs; chosen to represent Stanford in NAIOP's Golden Shovel real estate competition against Cal Berkeley
- Coursework includes Corporate Bankruptcy and Reorganizations (Stanford Law School)

Harvard University (Harvard College) **Cambridge, MA**
A.B. in English, cum laude (Secondary Field in Economics) Class of 2015

- GPA: 3.72
- Former Coxswain for Varsity Men's Heavyweight Rowing and President of the Hasty Pudding Club

Dexter-Southfield School **Brookline, MA**
High School Diploma, Valedictorian Class of 2010

PROFESSIONAL EXPERIENCE

Loan Hero **San Francisco, CA**
Chief of Staff to Founder / CEO *June 2021-*

- Sole full-time employee of a pre-launch start-up creating a commercial real estate lending and financing marketplace, connecting borrowers, brokers, and lenders and streamlining the originations and closing process for loans
- Created pitch deck, generated branding, and conducted customer and competitor interviews, all to support seed fundraise

Goldman Sachs & Co. **New York, NY**
Senior Associate, Merchant Banking Division, Real Estate *July 2018- September 2020*
Associate, Merchant Banking Division, Real Estate Principal Investment Area (REPIA) *July 2017- July 2018*
Analyst, Merchant Banking Division, Real Estate Principal Investment Area (REPIA) *July 2015- July 2017*

- Senior Associate the Merchant Banking Division's real estate investing group (merged Real Estate Principal Investment Area and Special Situations Asset Investing teams)
- Sourced, underwrote, executed, and asset managed transactions across both debt and equity, real estate sectors (retail, office, residential, and hospitality), and geographies (gateway / high growth secondary cities in the U.S., Mexico, Caribbean)
- Underwrote transactions across preferred, core-plus, value-add, and opportunistic equity (including development), as well as distressed investment opportunities, including NPL acquisitions and "rescue"-type preferred equity financings
- Originated performing mezzanine / senior loans, executing several COVID-19-related restructurings
- Led recruiting efforts for the real estate investing team and co-led the Division's LGBT network

  <u>Selected equity transaction experience:</u>

  Acquisition of a $108 million core-plus office asset in a major California market
  - Led execution efforts of the transaction (diligence, financial analysis / underwriting, investment committee process) while managing 3-person junior team, negotiated the purchase and sale agreement and loan documentation, and worked with the operating partner to refine repositioning efforts (including value-add capital and re-leasing plans)

  Lead asset management efforts for the repositioning of a $175 million Caribbean resort
  - After inheriting the role, worked with consultants, the hotel manager, and equity partners to reflag the asset, execute a major ($55,000 per key) property renovation, replace the management team, and enhance financial performance
  - Increased NOI from $6 million at acquisition to $15 million, despite modest market growth, negotiated refinancing package from a local lender, resulting in a substantial recapture of equity and significant de-risking
  - Worked with local partners, management, the employee union, and local officials to formulate COVID-19 response

  <u>Selected debt transaction experience:</u>

  Originate an $112 million senior mortgage for the ground-up construction of a hotel in a major U.S. city
  - Led 3-person junior team to conduct underwriting, financial, and property-level due diligence, while negotiating loan documentation alongside senior deal person
  - Directed COVID-19-related re-structuring / modification efforts, including litigation-related strategies, given the departure of deal team lead

SKILLS & INTERESTS

Technical Skills: Microsoft Office Excel and PowerPoint (including financial modeling) and Argus (Enterprise / DCF)
Other: Native French speaker; dual US-Canadian citizen; member of the Corporation of the Dexter-Southfield school and Associate Board member of Athlete Ally (not-for-profit dedicated to improving LGBT inclusion in athletics)
Licenses: FINRA Series 7 and 79 licenses (dormant)

William Christopher "Chris" Warley

Permanent Address: 15 Leighton Ct, Atlanta, GA 30327 | 404-550-6653 | cwarley@stanford.edu

PROFESSIONAL EXPERIENCE

Pearl Energy Investments (Dallas, TX) *March 2018 – August 2020*

Private Equity Associate

Pearl is an energy-focused private equity firm with $1.2 billion of committed capital under management; the firm looks to establish partnerships with entrepreneurs to build businesses by pursuing investment opportunities in the energy space

- Serve as a member of Pearl's eight-person investment committee with responsibilities across new and existing portfolio companies and fund-level initiatives
- Collaborate with existing portfolio company management teams to evaluate potential new acquisitions, develop detailed financial and operational modeling scenarios, analyze various returns scenarios and gather market intelligence
- Provide analysis and feedback to support portfolio companies on corporate planning decisions such as forecasting corporate budgets, structuring equity incentive plans, sizing derivative hedging contracts and understanding credit facility alternatives
- Assess new portfolio company opportunities by performing screening calls with potential new management teams and providing recommendations to the broader investment committee

Selected Project Experience:

- Red Wolf Natural Resources – Start-up exploration & production company focused on opportunities in Oklahoma
  - Worked with management on structuring and forming new company to maximize optionality and value at exit
  - Led financial analysis and valuation efforts on $245mm acquisition of producing E&P assets in Oklahoma
- AVAD Energy Partners – Exploration & production company focused on long-life, producing assets in North America
  - Constructed detailed corporate model with financial projections to illustrate various exit scenarios
  - Worked closely with CEO to determine optimal size of equity distribution and appropriate pro forma capital structure

Goldman, Sachs & Co. (Houston, TX) *Summer 2015, July 2016 – February 2018*

Investment Banking Analyst

Served as an analyst in the Global Natural Resources Group focusing on energy M&A and capital market advisory; one of two analysts who received an early associate promotion offer out of 6 analysts in class

Selected Project Experience:

- ~$2.0bn proposed sale of gas-focused E&P company to SPAC (special purpose acquisition company)
  - Constructed pro forma model to analyze impact of warrants and founder shares under SPAC capital structure
  - Built NAV model and utilized several valuation methods to determine appropriate sale price
- ~$3.2bn sale of Clayton Williams Energy to Noble Energy
  - Built merger model with multiple operational and capital structure scenarios to analyze potential pro forma financial impacts
  - Prepared fairness opinion to provide recommendations on multiple bids to Clayton Williams' board of directors

Other Internship Experience:

Lone Star Investment Advisors – Private Equity (Dallas, TX) *June 2014 – July 2014*

In-Zone Holdings – Finance Department (Atlanta, GA) *June 2013 – August 2013*

EDUCATION

Stanford University, Graduate School of Business (Dallas, TX) *Expected Graduation: May 2022*

Masters in Business Administration

Southern Methodist University *May 2016*

Cox School of Business *– Bachelor of Business Administration in Finance, specialization in Alternative Asset Management*

Meadows School of the Arts *– Bachelor of Arts in Journalism, William J. O'Neil Program in Business Journalism*

Cumulative GPA: 3.99 / 4.00, *Summa Cum Laude* | SAT: 2300 / 2400 | GMAT: 730 / 800

Awards and Honors: Meadows Standard Bearer (valedictorian in Meadows Schools of the Arts), 2016 Outstanding Senior Man Finalist, Robert S. Hyer Society University Award for Outstanding Scholar, 2016 Distinguished Finance Major

LEADERSHIP AND CAMPUS INVOLVEMENT

The Daily Campus Newspaper – *Staff Writer* *January 2013 – May 2016*

- Wrote feature articles for the campus newspaper with focus on in-depth, investigative stories
- Developed strong communication skills by interviewing senior faculty and administrative officials

SMU Alternative Asset Management Center – *Board Member* *May 2018 – Present*

- Mentor SMU finance students by teaching financial modeling class, conducting mock interviews and offering career advice
- Member of committee that interviews applicants for the Alternative Assets Management Program

ADDITIONAL INFORMATION

Other Involvement: SMU Student Senate, Don Jackson Fellowship, ΣAE Executive Board Vice President, ΣAE Alumni Board

Interests: Golf, Tennis, Hiking, Atlanta Braves, Atlanta Falcons, Atlanta Hawks

Tanner Waterstreet

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Education

STANFORD UNIVERSITY, STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate 2022

- GMAT: 730 / 800, 96th percentile
- Private Equity Club Vice President, Midwest Club Co-President, Finance & Investment Club, GSB Golf League

UNIVERSITY OF MICHIGAN, STEPHEN M. ROSS SCHOOL OF BUSINESS **Ann Arbor, MI**
Bachelor of Business Administration 2016

- GPA: 3.98 / 4.00
- Ross Leaders Academy Fellow, Student Government Commission Chairman (3 years), Global Investment Club

Professional Experience

HURON CAPITAL **Detroit, MI**
Summer Vice President 2021 - 2021

- Evaluated and executed investment opportunities across consumer, industrial services, and business services
- Managed across the investment lifecycle: conducted sector research, performed financial and operational due diligence, evaluated investment merits, collaborated with third-party advisors, presented recommendations to Investment Committee, advised PortCos on strategic decisions, and oversaw select Associate workstreams
- Select transaction experiences:
  - $45M investment in regional 3PL service provider (*LOI signed, expected close September 2021*)
  - $15M investment in global surimi producer (*LOI submitted, expected close October 2021*)
  - $125M investment in Tier 2 telecommunications installation and maintenance provider (*IOI with exclusivity signed, expected close November 2021)*
  - $55M investment in regional boiler and chiller installation and maintenance company (*IOI with exclusivity signed, expected close November 2021*)
  - $100M debt refinancing of Huron business services PortCo; coordinated lender diligence process

BOSTON CONSULTING GROUP **New York, NY**
Summer Associate / Associate / Consultant 2015, 2016 - 2020

- Focused on strategy and organizational restructuring across industrial goods, consumer, and banking industries
- 1 of 7 BCG Consultants selected for 12-month rotation program with BCG Digital Ventures, BCG's corporate investment and incubation firm, and BCG Gamma, BCG's data science and advanced analytics group
- Top Bucket: Consistently rated in top 10% of cohort in bi-annual performance reviews
- Select engagement experiences:
  - *Due diligence for 3 add-on investments for $1B+ global ceilings manufacturer*
    - Projected financial impact of 3 add-on investments to MainCo's financial statements
    - Partnered with Chief Financial Officer to determine investment size and sequencing
  - *Post-announcement merger support for $60B+ U.S. banking merger*
    - Partnered with C-suite to design NewCo's reporting structures and operating models, driving $40M+ top-level management synergies across retail banking, mortgage, payments, and wealth divisions
    - Worked hand-in-hand with Head of Retail Banking to redesign national brick-and-mortar footprint
  - *Business line exit for $5B+ motorcycle, snowmobile, and ATV company*
    - Partnered with C-suite to evaluate sale v. shut down decision for $100M+ lagging motorcycle business
    - Developed financial model to project stock price impact of one-time costs, including inventory, after-market part, and apparel liquidation; legal fees; dealership retrofitting; and contract renegotiations

PIQUETTE PARTNERS – *Director of Operations (2019 - 2019)* **Detroit, MI**
OVERTON VENTURE CAPITAL – *Investment Associate (2021 - 2021)* **New York, NY**

Additional

- Board Director at Ubunye Challenge, nonprofit providing early childhood education in rural Southern Africa
- Studied in Bulgaria (Fulbright International Summer Institute Scholar) and Costa Rica (INCAE Business School)
- Interests: University of Michigan sports, golf, skiing, running, global travel, cooking

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Education

Stanford Graduate School of Business – Stanford, CA (2020 - 2022)

- Master of Business Administration Candidate – Class of 2022
- Christians in Business, Healthcare Club, Technology Club, Texas Club

Davidson College – Davidson, NC (2010 - 2014)

- Bachelor of Arts in Economics, 3.83 GPA; Phi Beta Kappa initiate, *magna cum laude* graduate
- Nominated as one of eight individuals "Most Likely to Brighten Your Day" in the Class of 2014

Experience

Solaris Oilfield Infrastructure, Inc. (NYSE: SOI) – Houston, TX

Solaris is a high growth, specialty rental, software business driving efficiencies in the completion of oil & gas wells

Director, Strategy & Analytics (2020)

- Established, maintained proprietary market share database used to drive business development activity
- Evaluated corporate development opportunities, including M&A, organic product development
- Developed new customer targeting, pricing strategies entering a downturn; proactively engaged with customers
- Analyzed returns of underperforming business line; helped establish blueprint to improve profitability

Simmons Energy, A Division of Piper Sandler (NYSE: PIPR) – Houston, TX

Simmons is an energy-focused investment bank, purchased by Piper Sandler in 2015 for $139M in cash and stock

Vice President, Oilfield Service Equity Research (2017-2020)

- Provided lead coverage of 14 stocks; communicated price targets, stock ratings to institutional investors
- Built three statement financial models to develop valuation considerations using DCF, multiples analysis
- Cultivated, nurtured deep relationships with public company executives, private equity professionals; imparted counsel, leading-edge industry datapoints to these individuals
- Published quarterly notes on multiple sub-sectors, evaluating supply-demand dynamics, uncovering disruptive themes, valuation considerations by leveraging a proprietary network of private contacts
- Communicated investment recommendations during department-wide calls multiple times per month
- Eased tension between Piper, Simmons by leading energy team in appearances on such calls in 2018, 2019
- Moderated panels at conferences quarterly with senior panelists, 100+ attendees; periodically presented to executives and professionals of approximately ten public companies including Caterpillar, Exxon Mobil
- Mentored two junior analysts; established a team happy hour, fostering camaraderie

Assistant Vice President, Oilfield Service Equity Research (2017)

- Helped vet 4 IPOs; built models and co-authored initiation pieces for each, establishing best practices for team to execute 8 other IPO initiations in 2017, 2018; helped vet Simmons' first Rule 144A private placement
- Constructed proprietary hydraulic fracturing pump demand model, commended by Caterpillar for its accuracy

Analyst, Oilfield Service Equity Research (2015-2017)

- Led financial modeling and valuation for top-five analyst at Piper Sandler based on institutional client votes
- Ranked as top-ten junior analyst across firm (38 total at time) based on internal survey of sales team

Goldman Sachs, & Co. (NYSE: GS) – Houston, TX

Financial Analyst, Private Wealth Management (2014-2015)

- Constructed client asset allocations; analyzed investments for advisors focused on new business development

Additional

- Named Rising Star by *Institutional Investor* in 2018, recognized as one of ~100 equity analysts publishing research for less than three years poised to earn position on *Institutional Investor* All-America Research Team
- Led weekly small group for high school males at First Presbyterian Church of Houston; met with students one-on-one, taught Sunday School lessons for 50+ students, organized and led mission trips for 100+ students
- Mentored autistic teenager for over two years; adult formerly struggling with homelessness, addiction for one year

AUSTIN WELCH

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate (Summer 2022) 2022

- President of the Travel and Hospitality Club, VP of Veteran's Club, Christians in Business, Consulting Club

UNITED STATES MILITARY ACADEMY West Point, NY
Bachelor of Science, Management, GPA 3.77 2015

- Cadet First Captain, highest-ranking Cadet at West Point, responsible for all 4,400 Cadets
- Superintendent's Award recipient, top 5% of class in all pillars (academic, physical, leadership)
- Dean's List 8/8 semesters, Distinguished Cadet Award 4/4 years (A average in all pillars)
- Named as one of West Point's 14 most impressive Cadets by *Business Insider* (2014)

Experience

McKinsey & Company Dallas, TX
Associate Summer Consultant *Summer* 2021

- Competitively selected for a 12-week internship; earned full time offer to return based on strong performance
- Served two clients across two separate engagements; conducted formal due diligence and extensive modelling work

UNITED STATES ARMY SPECIAL OPERATIONS AVIATION COMMAND Fort Campbell, KY
Executive Officer/Deputy Operations Officer 2018-2020

- Hand-picked through a rigorous assessment to join the world's most elite rotary wing aviation unit; highly trained on special operations aviation tactics, planning, flying, and leadership; awarded the Honorable Order of St. Michael
- Served as deputy and acting company commander with admin responsibility for 600 military/civilian personnel while directly supervising four elements of 50 Soldiers in the nation's only Special Operations Aviation Training Battalion
- Spearheaded strategic policy revisions regarding qualification requirements for select, high-priority aviators, providing greater flexibility over training and officer assignments; resulted in cost savings of over $1.5MM to date

10th COMBAT AVIATION BRIGADE Fort Drum, NY; Korea
Aeroscout Platoon Leader/Assistant Operations Officer/Public Affairs Officer 2017-2018

- Led a 23-soldier platoon deployed to South Korea, principal author of unit training and readiness strategy while overseeing aircraft and equipment valued at over $250M; rated as a top 5% officer on official evaluation
- Coordinated 48 iterations of live-fire exercises for 30 attack helicopter crews and 40 armored vehicles and tanks; resulted in a 50% increase in crew qualification and enhanced combat readiness; earned silver cavalry spurs
- Synchronized staff efforts to plan a complex trans-pacific deployment operation as an assistant operations officer; enabled a unit of 450 soldiers and over 50K pounds of equipment valued at $10MM to move via rail, air, and ship
- Commanded an advance team of soldiers overseas to secure all required infrastructure, transportation, and equipment to enable main unit to safely arrive and assume mission

Additional

- Passionate aviator; Commercial Pilot with helicopter, airplane multi-engine, single-engine, and instrument ratings.
- Volunteered over 1,000 hours as a member of the Black River Ambulance Squad; honored with the "Lifesaving Decision Award," and additional recognition by the NY State Senate for actions during a daring rescue. Certified as an Emergency Medical Technician. Member of Team RWB, an organization committed to connecting Veterans with local communities – former West Point Chapter Captain, and founder of the Annapolis, MD chapter
- Interests: Lifelong musician; saxophonist and guitarist. Avid photographer; published by several outlets, included in TechLink's 2017 most incredible military photos. Passionate runner; qualified for and ran the 2015 Boston Marathon
- Languages: Conversational Spanish speaker, selected to deploy to Panama as a translator on a Humanitarian Mission

SOPHIA Y. WENG

syweng@stanford.edu | (347) 591-8316 | www.linkedin.com/in/syweng/

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate Exp. Jun 2022

- Clubs: Product Club; Arts, Media & Entertainment Club; Women in Management
- Exp. 2020/21 Winter Courses: Product Launch (MKTG535), Programming Methodology (CS106A)

GEORGETOWN UNIVERSITY – MCDONOUGH SCHOOL OF BUSINESS Washington, DC
Bachelor of Science in Business Administration; Majors in Finance, Operations & Info Mgmt May 2015

- Overall GPA: 3.84/4.00, magna cum laude

Experience

ACTIVISION BLIZZARD Santa Monica, CA
Senior Analyst – Corporate Strategy and Business Development Jul 2018 – Jun 2020

Product Strategy

- Developed 3-phase product roadmap and strategy for Call of Duty (COD) franchise, prioritizing free-to-play experiences (Warzone, Mobile) and China expansion (Mobile) in phase 1
- Collaborated with COD leaders to identify talent and technology gaps for phase 2 of franchise roadmap; proposed and evaluated ~10 targets/acqui-hire opportunities to fill gaps
- Established engagement, monetization, and user penetration aspirational metrics through competitive product (gaming, social network, entertainment) analysis and internal market-sizing model

Long-Range Planning (LRP) and Market Research

- Collaborated with cross-functional teams (product, strategy, finance) to develop franchise vision, product roadmap, resourcing plan, and financial projections for LRP
- Distilled executive strategic and financial guidance to business unit leaders, managed cross-team communication and successfully delivered LRP to CEO and Board of Directors
- Authored 2019 video game industry overview, trends, and implications; primer supported by analysis on video game/adjacent industries, expert interviews, and internal forecasts
- Other research projects: Impact of COVID on Video Game Industry, Best-in-Class Mobile Gaming Org

Analytical Projects

- Recommended $1.5B share repurchase reauthorization to CFO and leadership team; program authorized by Board and announced during 2018 Q4 earnings call
- Led corporate cost structure analysis with finance team and identified ~$200M in potential savings

BANK OF AMERICA MERRILL LYNCH New York, NY
Corporate and Investment Banking Analyst – TMT, Corporate Finance Summer 2014, Jul 2015 – Jun 2018

- Ranked as top analyst across Corporate Banking teams within six months of joining the cohort
- Managed team's summer internship program and mentored three interns and two new hires
- Advised 20+ TMT clients to assess M&A and capital-raising needs

Select Projects

- Spearheaded deal execution including preparing capital committee memo, performing due diligence, and coordinating with internal/external stakeholders for *TransUnion's* $2.7B facilities financing
- Lead analyst on *CommScope;* coverage led to $100M share repurchase and $750M bond mandate in 2017
- Researched and presented credit thesis for *Tesla;* recommendation led to underwriting commitment for inaugural $1.8B high yield bond issuance in August 2017

Others

- **Skills:** Mandarin (Proficient), Bloomberg, FactSet, AppAnnie, Excel (Advance)
- **Personal:** Mobile game fan (Gardenscapes, Pokémon Go and Archero), kombucha brewer, go-kart racer

Brent Curtis Westbrook

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Palo Alto, CA
Master of Business Administration Candidate June 2022 (Expected)

HARVARD COLLEGE Cambridge, MA
Bachelor of Arts, Sociology June 2015

WORK EXPERIENCE

VCBENCHMARKS Palo Alto, CA
Co-Founder and Chief Executive Officer April 2021-Present

- Building a stealth startup focused on helping investors discover, assess, and access top-quartile VC funds, and helping VC firms more efficiently benchmark themselves to peers and raise capital

ACCEL Palo Alto, CA
Starter October 2020-Present

- Scouting for Accel as part of its Starters program; have made 5 pre-seed and seed investments to date

INSTABASE San Francisco, CA
Pre-MBA Strategy Intern May 2020-August 2020

- Worked directly under Chief Strategy Officer at Series B-stage startup (backed by Andreessen Horowitz, Greylock Partners, Index Ventures, NEA, Spark Capital, Tribe Capital, and TrueBridge Capital Partners)
- Developed Instabase's compensation framework and philosophy as company scaled from 82 employees at the start of internship to 110+ at its conclusion; implemented Pave for company-wide compensation management
- Built a model to benchmark Instabase's SaaS metrics to comparable public and private SaaS companies
- Advised CEO on Instabase's internal and external Black Lives Matter statements and response actions

TRUEBRIDGE CAPITAL PARTNERS Chapel Hill, NC
Senior Investment Associate September 2017-June 2020

- Part of ten-person investment team at a venture capital firm with over $4.0B in institutional assets
- Responsibilities included:
  - Conducting due diligence on over 50 direct investment opportunities; sourced and led our investment in Clearbit and played an integral role in our investments in Notion, Instacart, Checkr, Airtable, Amplitude, Bird, Segment, and others
  - Conducting due diligence on over 45 fund investment opportunities; played an integral role in our investments in BoxGroup IV, Sequoia Global Growth Fund III, Craft Ventures I, and others
  - Building pricing and valuation models, overseeing direct investment tracking and pipeline, hiring and mentoring five investment associates, and generating Forbes Midas List rankings for multiple lists
- Promoted from Investment Associate to Senior Investment Associate after first year at the firm

LINKEDIN Sunnyvale, CA
Business Leadership Program Associate September 2015-September 2017

- Completed three 6-12 month rotations. Highlights include:
  - Gathering and analyzing product usage and customer feedback data using SQL and Excel; creating Tableau dashboards and using insights to drive cross-functional resolutions to product issues
  - Piloting and helping build an outbound Sales Development team for LinkedIn's newest product, LinkedIn Learning; responsibilities spanned sales development and creation of a sales automation product that greatly assisted team in achieving 187% of 2017 revenue quota
- Elected as the Sunnyvale and San Francisco office co-lead of LinkedIn's Black Inclusion Group ERG for two consecutive terms

LEADERSHIP AND ADDITIONAL INFORMATION

- Leadership: Management Leadership for Tomorrow (MLT - Career and MBA Prep Fellow), Harvard David Walker Scholars (former Director of mentoring and tutoring program for at-risk, underserved middle school boys)
- Organizations: Black Business Student Association (BBSA), Venture Capital Club, Tech Club, Product Club, Fly Club (former Alumni Coordinator), Harvard Black Men's Forum
- Skills: Python, C++, HTML, CSS, JavaScript, R, SQL, Tableau, Spanish (proficient)

BENJAMIN M. WHITE, JR.
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ACADEMICS

Stanford University, Stanford, CA – September 2020 to March 2023 (expected)
Master of Business Administration, Stanford Graduate School of Business
Master of Science in Environment and Resources, Stanford School of Earth, Energy & Environmental Resources
- Associated Fellowships: Mosaic Fellow; Robert Toigo Foundation Fellow; MLT MBA Prep Accelerated Fellow
- Coursework: Modeling for Investment Management; Optimization and Simulation Modeling; Formation of New Ventures; Politics and Policy of Climate Change; Electrification of Energy; Real Estate Finance and Technology
- Extracurriculars: Venture Investor, Urban Development Team at GSB Impact Fund; Future of Cities Club; COVID Response Innovation Lab
- GMAT: 760

Yale College, New Haven, CT – August 2009 to May 2013
Bachelor of Arts in Sociology
- Relevant Coursework: Game Theory; Microeconomics; Public Economics; Public Policy; Urbanism
- Awards: Saybrook Fellows' Prize
- Extracurriculars: Admissions Coordinator; Class Council Representative; ELI Africa Teaching Fellow; First Year Counselor; A Cappella

WORK EXPERIENCE

McKinsey & Company, Washington, D.C. – June 2021 to August 2021
MBA Intern, Consulting
- Supported 40,000+ student urban school district in articulating post-COVID strategy with focus on learning loss and mental health
- Modeled capital projects for large regional food bank serving more than 25 million meals annually

Trust for Governors Island, New York, NY – February 2020 to August 2020
Pre-MBA Fellow, Real Estate and Planning
- Developed dynamic financial model for $12 million annual budget inclusive of pandemic resiliency efforts
- Conducted developer interviews and researched innovation districts to inform 4 million square foot development strategy
- Managed procurement of appraisal and environmental consulting services

WeWork, New York, NY – March 2018 to February 2020
Manager, Product
- Promoted from Senior Lead, Development in August 2019
- Developed thesis and rollout strategy for new team focused on public private partnerships and economic development projects
- Project managed major RFP's on behalf of Chief Development Officer and Head of U.S. Real Estate
- Led development of new deal memorandum format for global real estate committee used by 200+ real estate team members
- Supported effective lease negotiation globally by standardizing negotiation templates and developing new hire training program
- Secured speakers for 3 LGBTQ+ events as well as the Columbia, Wharton, and Yale MBA 2019 Innovation Summit

New York City Economic Development Corporation, New York, NY – June 2016 to March 2018
Senior Associate, Real Estate Transaction Services
- Promoted from Associate, Real Estate Transaction Services in June 2017
- Underwrote, negotiated, and project managed real estate, economic development and housing projects on behalf of New York City
- Led real estate data collection and narrative for 8 million square foot Amazon HQ2 proposal
- Project managed senior housing site within 2 million square foot Essex Crossing mixed used project
- Won internal case study competition as part of Project Manager Bootcamp

Mesa West Capital (now **Morgan Stanley Investment Management**), New York, NY – December 2014 to April 2016
Analyst, Originations
- Supported team in closing over $500 million in structured loans for $3.5 billion real estate bridge debt platform
- Used ARGUS DCF and Microsoft Excel to develop dynamic cash flow models for residential and commercial real estate assets
- Researched and delivered over 150 pages of detailed memoranda for investment committee review

J.P. Morgan Asset Management, New York, NY – July 2013 to November 2014
Analyst, Institutional Sales
- Supported client relationships by summarizing investment materials, analyzing client activity, and monitoring media representation
- Effectively managed multi-million-dollar requests for proposal and due diligence questionnaires
- Provided team with intelligence on boutique consultancies and investment outsourcing market

AFFILIATIONS & SKILLS

Lesbian and Gay Real Estate Group, New York, NY – April 2018 to December 2020

Urban Land Institute, New York, NY – March 2017 to March 2018; December 2018 to December 2019

CFA Institute, New York, NY – June 2014

Skills: ARGUS; Microsoft Excel, Outlook, PowerPoint, Project, and Word; Salesforce; basic French; basic Spanish

BRIDGET WILLKE

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master of Business Administration Candidate 2022

DUKE UNIVERSITY **Durham, NC**
Bachelor of Science in Statistical Science, Minor in Art History 2012 – 2016
Cum Laude, Graduation with Highest Distinction in Statistics

- **Academic Honors:** Statistics Honors Thesis: Forgery Detection in Paintings using Machine Learning | Dean's List | **Activities**: Duke Chorale President | Teaching Assistant for Dept. of Statistics | **GPA**: 3.8/4.0

EXPERIENCE

BAIN & COMPANY **Boston, MA**
Consultant (Top performance rating "Frequently Exceeding") – selected experience 2016 –2020

- **Fortune 500 TelCo**. – *Identification of cost and customer experience transformation opportunities within field organization*
  - Headed 8-person Agile client team, managed 2 Bain direct reports, scoped and prioritized team's work for 6+ months
  - Launched over 15 in-market tests, ultimately scaling to full 10K person field force, generating $200M+ in savings
  - Established new Capacity Planning department at client from the ground up, including redesigning complex workforce scheduling optimization algorithm, which increased technician productivity by 15%
- **Fortune 500 Retail Co**. - *Design and execution of new department store customer loyalty program*
  - Created over 10 multi-billion-dollar financial scenario models and developed customer segmentations to assess impact of new promotional strategies on 20M person customer base, cementing CMO buy-in
  - Fielded 2K+ respondent surveys, focus groups, online panels to inform marketing campaigns and program features
- **Bain IP** - *Production and launch of a bespoke Bain desktop & mobile application*
  - Led a team of 4 app developers in building a B2B app, including determining long term roadmap, designing UX/UI for front-end user experience and back-end data architecture in Salesforce, prioritizing sprints and feature backlog
  - Facilitated and presented at multiple all-day vision workshops of 25 partners, client experts, and potential end-users

M.M.LAFLEUR | Direct-to-consumer women's fashion start-up **New York, NY**
Merchandising and Planning Extern – Bento Channel Owner 2018

- Redefined inventory strategy for $20M+ Bento Box channel | Devised and automated SQL forecasting models and dashboards that eliminated 20% of time spent on reporting, which could be redirected towards new projects
- Designed first-ever "recommender tool" for personal stylists that used data to optimize for colors, silhouettes, purchase history, and move through key inventory, improving recommendations and productivity by 10-15%
- Overhauled inventory buying/production process through interviewing 6 departments and establishing new cross-functional check points and deadlines, enabling millions of dollars to be reallocated to more strategic investments

NIELSEN **New York, NY**
Data Science Intern, Digital Ad Ratings Team 2015

- Executed projects supporting ratings methodology improvements | Extensive work with large data sets using R and Excel

ADDITIONAL

COMMUNITY LEADERSHIP **Boston, MA**

- **WOMEN AT BAIN** - *2019 Women's Forum Co-lead, Class Captain* 2016 – 2020
  - Launched office's first DE&I Allyship Workshop | Led 60+ person forum on vulnerability & empowerment
- **BAIN UNITED WAY CHARITY SILENT AUCTION** - *Office Lead* 2016 – 2019
  - Raised $65K+ for United Way over 3 years | Implemented new mobile bidding platform for 800-person office
- **INSPIRE INC. | Volunteer non-profit consulting –** *Case Team Leader* 2016 – 2018
  - "Case of the Year" | Improved profitability strategy for local farmer's market with vendor interviews, traffic analysis

SKILLS & INTERESTS

- **Languages:** Fluent French (Lived in Waterloo, Belgium 2002-2006 and Paris, France fall 2014), Conversational Spanish
- **Programming:** SQL, Tableau, Alteryx, R, MATLAB, Python, Java
- **Interests:** Sustainable fashion | Singing – voice lessons and open mic nights

Jake Wirfel

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate 2022

Duke University, Pratt School of Engineering Durham, NC
Mechanical Engineering, minors in Computer Science and Economics 2017

- **Academics:** GPA: 3.99/4.00
  - Mechanical Engineering Faculty Award; Summa cum laude; Dean's List with Distinction (7x); Phi Beta Kapa; Tau Beta Pi; Pi Tau Sigma; Student Marshal for Class of 2016 graduation
- **Roles and Activities:** President of Cooper House (Selective Living Group); Student Team Leader for Duke Recreation; Duke Basketball Line Monitor; Research in the lab of Dr. Benjamin Yellen; Mech Eng Teaching Assistant

WORK EXPERIENCE

Bain & Company San Francisco, CA
Consultant Summer 2016, Sept 2017 – Aug 2020

INTERNAL TALENT ROTATION

- **Global Capacity Forecasting**
  - Developed tool that integrated inputs across 6+ internal data systems to output a complete 7-year forecast of business capacity; rolled-out to all Bain offices, pointed to as a critical enabler of Bain's next-gen strategy
- **Amsterdam Office People Operations**
  - Led multi-department project to benchmark and revamp Amsterdam's key people functions to achieve best-in-class status within the Bain system (e.g., promotions, professional development, unconscious bias mitigation)

SELECTED CLIENT EXPERIENCE

- **Digital Marketing Enablement**
  - Proposed and developed dashboard that is now essential for client EVP to diagnose performance of ~$20M BU
  - Mentored and facilitated development opportunities for both a first-year Associate Consultant and junior client
- **Consumer Conversion Optimization**
  - Drove annual bottom-line impact of ~$4M and cumulative customer lifetime value impact of ~$15-20M by personally coordinating a 10-member client team to the successful launch of their most complex test to date
- **Private Equity Group**
  - Devised analysis that generated a list of attractive M&A targets for a growing chain of auto collision centers (the asset); analysis was cited as main reason why the asset's CEO chose to partner with our client vs. other funds
  - Supervised and coached Associate Consultant Intern; her growth earned her a "high potential" rating

SELECTED LEADERSHIP EXPERIENCE

- **Office-wide Culture Project (Bay Connectedness)**
  - Initiated and currently leading effort to improve culture in "Bays", or the seating areas that comprise our office; project selected as top office priority for 2019 and has driven 11% YoY improvement in strength of Bay culture
- **Global Bain Culture Committee (Project Yoghurt)**
  - Selected as sole representative of the San Francisco office to Bain's global committee of Associate Consultants
  - Advise senior management on the firm's top-priority culture and strategic initiatives
- **Recruiting: Associate Consultant Offeree Weekend Lead, Duke School Team Lead**
  - Redesigned last year's poorest-rated Offeree Weekend activity, became highest-rated activity this year
  - Coordinate Duke recruiting efforts for San Francisco office, including campus visits and interviews

COMMUNITY

UPchieve, Non-profit education startup San Francisco, CA
Strategy Consultant; Engagement Chair of Associate Board; Academic Coach Mar 2019 – Present

- Lead top-priority initiatives for the executive director, including launching UPchieve's first campus chapter programs on college campuses, heading corporate outreach to recruit tutors, and advising organization's digital marketing efforts

INTERESTS

- Sleeping in tents for basketball games; audio content fanatic; planning charity bar crawls; Bay Area sports (Raiders, Warriors)

Kevin Wittenberg

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate Sep 2020 – Jun 2022
Creative Director of the GSB Show, Arbuckle Fellow, GSB Pride, Media & Ent. Club, Product Club, Tech Club, Entrep. Club

Harvard University Cambridge, MA
Bachelor of Arts in Human Developmental & Regenerative Biology Aug 2010 – May 2014
Harvard Sqr Homeless Shelter, Harvard Crimson, Harvard-Radcliffe Dramatic Club, Healthleads, Harvard National Model UN

EXPERIENCE

Riot Games Los Angeles, CA
Entertainment Product Manager Summer 2021
- Augmented new entertainment group through strategy development, tech procurement, and launch of *Arcane* (Netflix TV)
- Developed concept and roadmap for Animated Features unit including strategy, org planning, and creative development
- Headed the discovery, procurement, and implementation of new technology and operational models resulting in a ~$2m annual savings on productivity, legal fees, and outsourcing costs

Sr. Product Manager Mar 2020 – Sep 2020
- Led the creation and rollout of greenlight framework for a $2b game studio and publisher, affecting all titles
- Supervised a 6-person team in building requirements and pipelines for developing, evaluating, and investing in games
- Developed product management and insights requirements including forecasting, playtesting, analytics, and feature plans
- Revamped launch operations for Valorant and Wild Rift, surfacing and addressing potential blockers to launch

Independent Consulting Jan 2020 – Present
- Guides clients ranging from startups to billion-dollar studios on strategy and operations in D2C digital product
- Crafts actionable strategies and recommendations leveraging market intelligence, experimentation & modeling, and domain expertise in next-gen entertainment executions
- Projects include slate strategy, greenlight criteria, forecasting, business model, product management, and user acquisition

NBCUniversal Los Angeles, CA
Manager, Publishing Strategy / Product Manager Nov 2018 – Dec 2019
- Built a new $40M digital platforms business venture on mobile / console / PC / VR from the ground up
- Directed all aspects of game product strategy and portfolio planning, including slate management, opportunity identification and evaluation, M&A, market analytics, consumer insights, and product forecasting
- Product managed *Series*, a newly launched Netflix-style interactive storytelling platform, owning P&L of $15M+ content budget and feature development for our partner 120-person game studio
- Increased D30 retention +70% in launch quarter through experimentation and feature / content development
- Spearheaded marketing A/B testing and deeplinking campaigns resulting in a +45% increase in D7 Return on Ad Spend
- Oversaw consumer insights, leveraging click-through testing, surveys, focus groups, and playtesting to understand players

Senior Analyst, Publishing Strategy Jul 2017 – Nov 2018
- Led forecasting for $100M+ gaming slate leveraging product expertise, market analysis, and financial modelling
- Drove gaming M&A strategy covering multi-billion-dollar targets for Comcast NBCU with visibility to CEO
- Originated and ran new greenlight process in collaboration with executives, evaluating and forecasting 30+ titles
- Collaborated with partners across NBCU in CONNECT, a 6-month talent development program for high-potential managers
- Selected Credits: *Jurassic World Alive, Jurassic World Evolution, Series, Fast & Furious Takedown, Funko Pop Blitz*

J/T/N Advisors Los Angeles, CA
Consultant Mar 2017 – Jul 2017
- Advised media clients on digital content, sales, and marketing strategy as part of an independent consulting firm
- Developed business plan and pitch for a VR startup, resulting in target $200K+ early stage fundraising
- Recommended digital media strategy through competitive analysis, financial modeling, and operational planning

Altman Vilandrie & Company Boston, MA
Analyst Jan 2015 – Aug 2016
- Advised client executives on strategy with a focus in media, technology, and telecommunications
- Managed a team to create a 5-year product development, marketing, and pricing strategy for a ~$100B cable provider
- Assessed billion-dollar M&A targets in domestic and international markets for top financial services clients

ADDITIONAL

Software & Analytics: Excel, SQL, SPSS, Stata, R, Sawtooth, FB Ads Manager, Qualtrics, Storemaven, App Annie, Looker
Interests: Screenwriting, Video Games, Film/TV, Camping (Eagle Scout), Skiing, Scuba Diving, Astronomy, Tennis, Climbing

KYLE WOLSTENCROFT

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS — Stanford, CA
Master of Business Administration Candidate — 2022
- Co-President of the Search Fund & Entrepreneurship through Acquisition Club, InSITE Fellow

BOWDOIN COLLEGE — Brunswick, ME
Bachelor of Arts in Economics with a minor in Government and Legal Studies — 2015
- GPA: 3.8/4.0; SAT: 2210 (M 750 / V 710 / W 750); GMAT: 740
- Sarah and James Bowdoin Scholar, ITA Scholar-Athlete, NESCAC All-Academic, Varsity Tennis Captain, ITA Arthur Ashe Leadership and Sportsmanship Award, NESCAC Rookie of the Year

AMERICAN UNIVERSITY OF SHARJAH — Sharjah, United Arab Emirates
Study Abroad Program in International Economics and Politics and Arabic Language — 2013

Experience

AMAZON — Seattle, WA
Corporate Development Manager – MBA Intern — 2021
- Led the evaluation and execution of acquisitions and strategic investments related to ecommerce and operations

PRIVATE INVESTOR & ADVISOR — Stanford, CA
Early-stage investments and advisor roles sourced directly through personal network — 2020-Present
- SupplyHound (construction software and materials distribution) Pre-Seed Investor and 2020-2021 Advisor / Board Observer
- The Landing (social ecommerce for home design) Pre-Seed Investor and 2020 Interim CFO
- Verne (hydrogen storage for heavy duty transport) Pre-Seed Investor
- 6 Solutions (real estate market analytics and mortgage recruiting) Pre-Seed Investor

GOLDMAN SACHS — New York, NY
Private Equity Senior Associate – Merchant Banking Division ($140bn Global Private Equity Platform) — 2017-2020
- Evaluated investments in the U.S. and Latin America for corporate buyout, energy, infrastructure, and credit strategies
- Developed sector investment theses; built financial and valuation models; led financial, commercial, legal, tax, technical, and environmental due diligence; managed external consultants and lawyers; negotiated legal documents and credit agreements
- Analyzed strategic, operational, and financial initiatives at six portfolio companies at the management team and Board levels

Selected Investment Experience:
- Mitigation Investment Holdings ($100mm equity investment, closed July 2019)
  - Built business plan with management to target a geographically diversified mid-market wetland and stream mitigation banking strategy supported by extensive commercial and regulatory due diligence
  - Developed relationship with the founding management team over an eighteen-month period and negotiated platform structure and incentive packages for both management and project partners
- Restaurant Technologies ($1.0bn LBO, closed October 2018)
  - Acquired the largest U.S. provider of closed-loop cooking oil solutions to the restaurant and hospitality markets
  - Conducted strategic and financial analysis of a new product launch (AutoMist) and an acquisition (Grease Lock)
  - Collaborated with consultants to conduct deep analysis on sales and marketing team to evaluate go-to-market strategy, coverage model, and customer life-time value prioritization
- Lucid Energy Group ($1.6bn LBO, closed February 2018)
  - Acquired the largest independent natural gas gathering and processing company in the Delaware Basin (New Mexico and Texas) in a 50 / 50 partnership with Riverstone Holdings
  - Executed $60mm public purchase of Lucid's 1st lien term loan during period of market dislocation in April-2020
- Additional portfolio companies: Tres Mesas (Mexican Wind Farm), Vertical Bridge (U.S. Telecom Towers), and ExteNet (U.S. Distributed Telecom Networks and Fiber)

GOLDMAN SACHS — New York, NY
Investment Banking Analyst – Global Natural Resources Group — 2015-2017
- Top ranked Analyst and received offer for Associate promotion within six months of assuming Analyst role
- Evaluated financial impact and strategic rationale of live and proposed transactions for natural resource focused clients

Selected Transaction Experience:
- Lead financial advisor to Energy Transfer, a midstream MLP, on its announced acquisition of Williams Companies *($37.7bn)*
- Sole financial advisor to Questar, a natural gas distribution business, on its sale to Dominion Resources *($6.0bn)*

Additional

- **Leadership and Community Involvement:** Goldman Sachs Social Impact Advisory Program (selected to advise nonprofit organizations on financial management and strategic planning challenges), Co-Founder of Bowdoin Tennis Alumni Mentor Program and Network, Team Captain for Bowdoin College recruiting at Goldman Sachs
- **Interests:** Middle East economics and politics, skiing, mountain biking, and international travel

Gang Wu, PhD

9175447199 • gangwu03@stanford.edu • https://www.linkedin.com/in/gang-wu-phd • US Permanent Resident

EDUCATION

Stanford Graduate School of Business, Sloan Fellow, MS in Business Management — Stanford, CA 2021-2022
Icahn School of Medicine at Mount Sinai, PhD in Neuroscience — New York, NY 2008-2013
The University of Hong Kong, MPhil in Neuroscience — Hong Kong, China 2006-2008
Sichuan University, BS in Bioscience — Chengdu, China 2002-2006

EXPERIENCE

PRA HEALTH SCIENCES (Remote) Miami, US
Global healthcare intelligence company providing wide-ranging clinical development services
Manager of Clinical Operations 10/2020 – 06/2021
Youngest in management team, supervised 20 global clinical trial leaders at Merck & Co.

- Oversaw trial leaders leading a total of $400M budgets and 1000+ teammates, involving 500+ hospitals and 5000+ patients globally, in cancer, vaccine and infectious disease clinical trials.
- Catalyzed talent growth for PRA by interviewing 50+ candidates and coaching 30+ new clinical trial leaders.

Senior Study Manager (on assignment at Merck & Co.) 12/2017 – 10/2020
Led clinical trial developing immunotherapy Keytruda and cancer early detection technology.

- Led global cross-functional teams of 100+ people total and 7 vendors. Managed 15 hospital sites in 5 countries from America and Europe. Planned and managed trial budget of $18M.
- Accelerated trial timeline by 50% (8 months) and achieved zero COVID-19 incidents in trial.

CARDIOVASCULAR RESEARCH FOUNDATION New York, US
Leading nonprofit dedicated to saving and improving lives with cardiovascular disease
Clinical Project Manager 09/2016 – 12/2017
Led global clinical trial projects innovating heart valves and stents.

- Led 10 projects for 5 medical device companies and led a team of 20+ doctors and scientists.
- Increased $5M in revenue by expanding client partnerships. Managed project budgets of $10M.
- Led team to obtain FDA Premarket Approval for a new stent, adding a life-saving solution for 18.2 million Americans with coronary heart disease.

TURING PHARMACEUTICALS (now known as VYERA) New York, US
Fast-paced biotech startup developing treatments for central nervous system illnesses
Clinical Trial Manager 08/2015 – 05/2016
Led clinical trial developing intranasal ketamine to treat acute suicidal ideation and behavior.

- Led startup team of 10+ people to obtain FDA IND to launch ketamine clinical trials, boosting ketamine program's value for a $95M acquisition. Managed trial budget of $2M.

NOVARTIS PHARMACEUTICALS CORPORATION New Jersey, US
Global healthcare company based in Switzerland delivering solutions to patients worldwide
Clinical Trial Leader 05/2013 – 08/2015
Youngest in my role, led department's largest clinical trial developing first-in-class cancer drug.

- Led global cross-functional teams of 100+ people total and 6 vendors. Managed 70 hospital sites in 16 countries from America, EMEA and APAC. Managed trial budget of $20M.

MICHELLE XIE

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EDUCATION

Stanford Graduate School of Business Stanford, CA
Master of Business Administration Candidate *Expected June 2022*

- Activities: Health Care Club, Product Club, Social Impact Club, and Women in Management
- Projects: Designed streamlined referral process for triaging patients for SF General surgical clinic

Harvard University Cambridge, MA
Bachelor of Science in Biomedical Engineering *May 2016*

- Honors: *summa cum laude*, Phi Beta Kappa, Highest Honors on thesis

EXPERIENCE

California Department of Health Care Services Sacramento, CA
MBA Intern *June 2021-August 2021*

- Led development of public reporting strategy for CalAIM, the California Advancing and Innovating Medi-Cal initiative
- Interviewed and collaborated with 9 teams and 30+ stakeholders across 11 workstreams to build public reporting roadmap and toolkit to guide program teams in developing and refining measures to show CalAIM's impact

Office of Governor Gavin Newsom Sacramento, CA
Social Innovation Fellow *June 2021-August 2021*

- Supported Kathleen Kelly Janus, Senior Advisor on Social Innovation to Governor Newsom, with forming 7 partnerships in areas such as vaccine equity, electric vehicles, and drought
- Created partnership collateral to spark ideas with agency partners based on public-private partnership research
- Established and automated processes for partnership outreach with agency, philanthropic, and private partners

Evidation Health San Francisco, CA
Product Manager *January 2019-August 2020*

- Drove product management for the Heartline study, a nationwide virtual study launched in collaboration with Johnson & Johnson and Apple examining whether an app and the Apple Watch can reduce stroke risk
- Built product roadmaps for an iOS app and study tools (content management, support) and worked cross-functionally with internal teams and partners to translate business, user, and clinical/regulatory needs into product specifications
- Empowered 40+ external partners to manage content and provide support via these study tools, reducing the internal operational overhead of implementing a patient engagement program by 82% and scaling participant support
- Devised comprehensive QA plan and processes before transitioning them to new product operations team

Commercial Analyst *March 2018-December 2018*

- Informed pre- and post-sale account strategy for 11 accounts with in-depth briefs on customers, analyses of market data, and 21 bi-weekly newsletters on biopharma and digital health news; contributed to 40 closed deals
- Constructed email marketing plan and content for prospective clients, including quarterly emails highlighting Evidation's recent work, as well as a blog post on emerging digital biomarkers

Covid Watch San Francisco, CA
Implementation & Product Lead (Volunteer) *April 2020-August 2020*

- Led first pilot in the U.S. for a COVID-19 exposure notification app using the Apple/Google technology for anonymous Bluetooth-based contact tracing, in collaboration with the University of Arizona
- Trained and oversaw team of 7 volunteers to design and execute pilots, prioritize bugs/feedback, and manage QA
- Identified solution to ensure that users truthfully report diagnoses and prevent loss of trust from false positives; researched workflows with various healthcare stakeholders and recommended focus on local public health departments
- Established generalized implementation plan to scale deployments across multiple states / regions

Centerview Partners San Francisco, CA
Investment Banking Analyst, Healthcare *June 2015-August 2015 (Internship), July 2016-January 2018*

- Advised Kite Pharma, a pre-commercial biotech company, on its $11.9bn sale to Gilead Sciences
- Performed financial modeling for multiple salesforce and patient population scenarios for a cardiovascular company
- Executed market research to understand the evolving competitive landscape and inform revenue projections for a ~$25bn market cap oncology company; resulted in presentation to CEO of Fortune 500 company as potential target

ADDITIONAL INFORMATION

Languages: Spanish (proficient), Chinese (proficient)
Technical: Python (NumPy, pandas), SQL, MATLAB, Jira, Confluence, Excel, QuickSight
Interests: contemporary dance, food justice, chocolate, synchronized skating, science fiction, baking, tennis

Shelley Xu

Phone: 917-862-3906 | e-mail: sxu8@stanford.edu

Education

Stanford Graduate School of Business 09/20-present

- Master of Business Administration candidate; graduation expected June 2022
- Social Impact Club, VC Club, FinTech Club
- GRE: Q: 170 | V: 169 | W: 5.5

Stanford University 09/11-06/15

- B.A. in International Relations; B.A. in Economics; Minor in Modern Languages with distinction
- GPA: 3.92; elected Phi Beta Kappa ’14

Experience

The Bridgespan Group | Consultant | New York, NY 03/18-06/20

- Designed and helped launch multiple impact investing strategies, including a $1B+ fund by a leading private equity firm and a venture capital fund focused on underrepresented founders in conjunction with notable angel investors
- Led sourcing and due diligence and drove recommendations on investments for major philanthropists, resulting in the disbursal of more than $1.5B across 100+ organizations in gender equity, racial equity, climate, voting rights, etc.
- Drove strategic thinking and engaged dozens of stakeholders for a range of non-profits, foundations and philanthropic initiatives to help scale their impact, including creation of three-year business plan, delineation of priorities and improvements to operating model for a $500M-revenue non-profit to grow >10% per annum
- Conducted deep market and partnership landscaping, recommending a dozen target markets out of 300+ potential US cities to launch a $1B investment initiative targeted at improving economic mobility
- Developed the intended impact, theory of change and operating model for a newly formed foundation disbursing more than $5M a year in grants

Oliver Wyman, Senior Consultant | New York, NY 10/15-03/18

- Worked with executives to design strategic plans, including developing go-to-market strategies for 56 cities for a major transportation company and a strategic retail customer segmentation of a major Latin American bank
- Benchmarked and evaluated strategies across various industries, including retail gas (in marketing, customer loyalty, credit cards, and product innovation) and small business banking (in lending best practices and strategic priorities)
- Constructed and ran a model to quantify the market and policyholder behavior risk factors in valuing and hedging an insurance portfolio worth >$10B and supporting design of risk management framework for US insurers

Acumen Fund, Portfolio Associate (externship) | Bogotá, Colombia 05/17-11/17

- Led due diligence for pipeline companies across education and energy sectors within Latin America, involving business model analysis, financial modeling and impact assessment, and closing a $2M deal
- Implemented customer and supplier studies across portfolio to uncover operational insights and company impact
- Directed study of edtech landscape within Latin America, conducting industry research and interviews with edtech companies, investors and clients

Additional

- Various on-the-ground fieldwork in Chile, China and Ghana on issues related to economic inequality and education, including stakeholder interviews and economic research
- Proficient in data analysis in STATA, SAS, SPSS, Microsoft Office; basic coding in Java, C++, MatLab, SQL, Python
- Business fluent in Spanish; proficient in Chinese
- Interests: backpacking, climbing, aspirational novelist

ANDREW T. YAKULIS

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Summary: Leadership | Strategic Planning | Global Experience | Aviation Operations

Fourteen year US Army officer, proven leader and qualified military and civilian helicopter pilot. Routinely operates autonomously in remote environments dealing with strategic level problems as a representative of US Government. Promoted above peers; ranked #1 aviation officer of 50+ in organization of 2100.

Experience

US Army Special Operations Command — Fort Eustis, VA | Middle East | Africa

Deputy Commander — 2020-Present

- Led as second-in-command for 250-person organization of active duty Army service members, government civilians and contractors; responsible for the oversight of $52M yearly budget; served in a role designated for higher rank.
- Led programmatic efforts to procure and modify aircraft on a contract valued at $23M+.
- Manages and validates two separate contracts as the government representative, valued at $110M; key contractor personnel hiring authority.

Operations Officer — 2019–2020

- Chief Operating Officer of a 250-person elite aviation organization including 17 highly specialized research and development military and civilian aircraft.
- Supervised 150+ comprehensive real-world aviation operations in two separate overseas combat zones for variety of different aircraft platforms achieving national security priorities.
- #1 officer in organization and top aviation officer of 50+ in organization of 2100 members.

Troop Commander — 2017-2019

- Led 19 highly specialized soldiers with worldwide combat deployment mission.
- Successfully led five combat deployments with 100+ missions; fostered security with partner nations.
- Selected to brief the First Lady of USA and the Secretary of the Army on organization's capabilities.
- #1 of 20+ troop commanders in a 2100 person organization based on leadership performance.

Operations Officer — 2013-2015

- Led Joint Service Task Force operation that required approval from the President of the United States; ran operations of the highest strategic importance and visibility.
- Briefed and gained approval from Four Star general for operation which set policy for the US government; successfully ran the complex operation including 150+ people, three government agencies and multiple US military services.
- Ran operations for a new overseas R&D test; represented the team to US State Department officials.

1st Squadron, 6th Cavalry Regiment (1st Infantry Division) — Fort Riley, KS | Middle East | Colorado

Troop Commander, Operations Officer — 2009-2012

- Led 35 soldiers and $45M+ of equipment and ten helicopters with no discrepancies.
- Oversaw 157 combat missions, 25 special operations missions, seven Iraqi-US partnered missions.
- #1 of 33 commanders in 4000+ soldier organization; served in role designated for a higher rank.

Education

Naval War College — Newport, RI

Master of Arts, Defense and Strategic Studies; US Army ambassador to International Program of 72 military officers from 48 nations

United States Military Academy — West Point, NY

Bachelor of Science, Geospatial Information Science; four-year Varsity Lacrosse Student-Athlete

Personal

- Holds Top Secret/Sensitive Compartmentalized Information Security Clearance; 2010-Present.
- Qualified Pilot with FAA Airline Transport Pilot (ATP) rating; highest civilian professional pilot rating.
- Awarded Bronze Star and Air Medal for leadership in combat; Outstanding Volunteer Service Medal

HANK YAN

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(415) 325 2523 | hankyan@stanford.edu

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS '22 Stanford, CA

- Masters of Business Administration degree candidate

HARVARD COLLEGE '11, *graduated magna cum laude* Cambridge, MA

- A.B. with high honors in Physics, secondary field in Economics. GPA: 3.76.
- Division I athlete on nationally-ranked Harvard Men's Swimming and Diving team
- Selected to inaugural Hack Harvard on-campus incubator class. Developed location app for Harvard '11 alumni website

EXPERIENCE

FARALLON CAPITAL MANAGEMENT San Francisco, CA
Global Multi-strategy Hedge Fund (>$25B AUM) June 2013 – Jan 2020

Event-driven investor – Manage portfolio betting on government/corporate events e.g., hostile takeovers, trade wars, regulatory reviews

- Promoted to P&L responsibility 18 months after joining firm. Highest-rated investment professional globally per peer review ('17)
- Managed ~$1B P&L leading the tech/media/telecom arbitrage strategy. Returned >12% ann. with <0.2 beta from 2015-2020:
  - Coordinate with senior Farallon partners on investment decisions, sizing and trading approach
  - Build relationships with companies, sellside industry analysts, government experts, attorneys, economists, etc.
  - Predict outcome & impact of regulatory/corporate actions using financial analysis, game theory & data science
- Co-founded Farallon data science team (5 PhDs) incl. hiring first employee and drafting business plan. Member of oversight board.
- One of 3 analysts featured in Farallon 30th anniversary video. One of 5 judges for annual Farallon college investing competition.
- Lecturer on investing at Berkeley Haas & San Francisco State. Member of Haas hedge fund class advisory panel.

Sample investments – Qualcomm hostile takeover, Dell Technologies IPO, Broadcom/Avago merger, Pfizer tax inversion, EMC/VMWare take-private, Office Depot/Staples FTC trial, Mobileye/Intel acquisition, Chinese delist/relist (Giant, Perfect World, Wuxi Pharma).

MCKINSEY & COMPANY Chicago, IL
Management Consulting Firm July 2011 – June 2013

Business consultant – Advise leading businesses, institutions and governments on key strategy and operational decisions

- Received top bucket rating of "Distinctive" (given to top 10% of analyst class) and offer to return after funded MBA
- Practice Olympics finalist – internal case competition held every 2-3 years. One of only 5 analysts worldwide on a finals team
- Led GetSet, in-office tutoring and mentorship program for 30 students from Chicago South Side every Saturday from 10-3PM
  - Managed $50k yearly budget: 3 professional teachers, scholarships, summer programs, field trips, meals and transportation
  - Devoted 5 hours each Saturday towards coordinating program and tutoring students individually on SAT, ACT, etc.

Sample projects – Supermarket turnaround. Retailer pricing strategy. Railroad coal strategy/operations. PE healthcare due diligence. Charitable foundation vaccine/cold chain assessment. Advanced materials market structure study. Bowling operator Ch 11 restructuring.

OTHER EXPERIENCE Various
Internships and Term-time Experience June 2008 – June 2011

GABRIELSE RESEARCH LAB – Physics research lab. Researcher on the Advanced Cold Molecule Electron project. 2010-2011
WESTSPRING ADVISORS, LP – Credit hedge fund**.** Credit analyst summer intern. Summer 2010.
FEDERACIÓN ARGENTINA REPLICAS GRAMEEN – Microfinance non-profit. Summer intern. Summer 2009.
SECURITIES AND EXCHANGE COMMISSION – Securities regulator. Summer Honors College Program intern. Summer 2008.

SCORES / SKILLS / INTERESTS

Languages: C, PHP, Javascript, XML, CSS, SQL, Mathematica, MatLab, Stata, Excel, Access & VBA. **Spanish (**Harvard citation)
Interests: Reading, tutoring, podcasts, board games, swimming, basketball, snowboarding, surfing & spearfishing
Scores: **GRE** M/V/W: 167/170/5.5. **SAT** M/V/W: 800/800/770.

BO XIAN YE

boxian.ye@gmail.com Phone: (386) 243 0031

CAREER SUMMARY

Seasoned product leader and innovator specializing in applying algorithms and machine learning to improve products. Proven record of leading large multi-functional teams of up to 180 people. Rich multi-cultural experience in the Internet/Technology sector, with 7 years at top U.S. tech companies and 8 years at top Chinese firms.

PROFESSIONAL EXPERIENCE

Trip.com Group **Shanghai, China**

Trip.com Group (NASDAQ: TCOM, Market Cap US$20B), formerly known as Ctrip, is China's largest and the world's second largest online travel agency by revenue and by market cap.
July 2016~present

Director of Product, Hotel Content, Accommodation Business Unit (aka Hotel B.U.) Dec 2019-present

Responsible for a wide spectrum of content data including hotel imagery, videos, hotel policies, facilities, guest reviews, travel blogs, etc. The hotel content managed by my team serves all subsidiaries of the group, including Trip.com, Ctrip.com, Skyscanner.net, and Qunar.com.

- Manage a team of 160 product managers, algorithm scientists, and operation specialists.
- Employed machine learning algorithms and predictive analytics to detect and auto-correct content errors, reducing content-related customer complaint rate by 65% in one year.
- Innovated on personalized content: leveraged AI technology to analyze user generated content (guest reviews and travel blog entries), from which short phrases are extracted to become hotel highlights, personalized for each customer's profile and/or travel scenario.
- To counteract hotel star rating inflation, invented an algorithm-based star rating evaluation system for hotels and vacation rentals, which was then validated over time with customer reviews with an accuracy rate exceeding 90%. The system and methodology is becoming an industry standard in China, replicated by smaller market players.

Director, Head of Hotel Product Line, International Business Unit July 2017-Dec 2019

Responsible for the entire hotel product line of Trip.com's International Business Unit (IBU). The IBU is a heavily invested strategic unit whose sole mission is to globalize Ctrip.com's travel products and services in the international markets (outside China) under the young brand Trip.com.

- Managed a multinational team of 70 product managers, engineers, UX/UI designers, and copywriters for 12 languages.
- Delivered YOY% (year-over-year) overall hotel booking growth of 58% and 74% for 2018 and 2019, respectively.
- Delivered YOY% growth on international hotel bookings of 168% for 2018, and 124% for 2019, a key metric for our globalization strategy.
- Improved price competitive advantages over our main competitors by building from scratch a dynamic and versatile pricing system, capable of differentiated pricing across membership levels, point of sale, time of day, and languages.
- Improved front end user experience and increased conversion rate by 15% on desktop and 50% on mobile web.
- Launched a new loyalty program that increased repeat purchases by 25%.

Senior Product Manager, Hotel Content, Accommodation Business Unit July 2016-Jun 2017

- Built the multi-language content infrastructure to position the company for globalization.
- Invented a translation algorithm tailored for translating hotel room type names from English or Chinese into 14 languages. Achieved translation accuracy of 97%.
- Innovated how we collect hotel photos, thereby drastically reducing hotel operators' workload and increasing our photo coverage rate by 35%.
- Invented an artificial-intelligence-powered photo scoring system, and improved hotel photo selection and sorting. Benchmarking booking.com, we preformed equal to or significantly better in terms of photo quality across 90% of our available hotels.

Agoda (a Priceline company) **Shanghai, China**

Senior Partnership Project Manager July 2014~July 2016

Agoda is the Asia subsidiary of Booking Holdings, offering hotel and flight booking services.

- Managed a team of four technical project managers, responsible for Agoda's hotel inventory distribution on partner travel websites in the Greater China region.
- Tripled the number of daily hotel bookings made through Chinese partners in two years. Accomplished this by onboarding new partners and optimizing system integrations with existing partners.

Microsoft (through Pactera Technologies) **Redmond, WA/Shanghai, China**

Technical Program Manager Oct 2011~May 2014

Pactera is an IT consulting and outsourcing company that provides software development service to enterprise clients such as Microsoft. In 2012, I relocated from the U.S. to China through an internal transfer with Pactera.

- Managed a team of 10 offshore software engineers and testers, worked with onshore engineers to deliver Microsoft's Social Experience Platform (SXP). SXP is a platform that enables Microsoft IT teams to administer Microsoft-product-related social feeds (blog/tweets/videos) and publish curated feeds to microsoft.com webpages.
- Managed a team of 7 engineers, on a project of Microsoft Consulting Service, to deliver business intelligence solutions for Bayer Pharmaceuticals. The team designed and shipped the Sales and Commercial Intelligence system, which tracked Bayer's sales reps, sales events, hospitals/drugstores, healthcare professionals, and distributors.

Expedia Inc. **Bellevue, WA**

Software Development Engineer II Aug 2010~Oct 2011

- Developed a reliable and scalable global payment system that handled large volume transactions across all of Expedia's business lines.
- Designed and coded a service bot that, in case of a booking failure, actively reverses the holds placed on customers' credit cards in a matter of hours before banks releasing the hold in days.

Microsoft Corporation **Redmond, WA**

Software Development Engineer July 2007~July 2010

- Developed an advertising platform that offers advertisers the rich targeting capabilities by leveraging their own data and monetize their own audience across Microsoft's ad network. User browsing activities were collected and processed for audience segmentation, allowing advertisers to target certain audience groups who are 'in the mood' of seeking their products or services.
- Designed and implemented a mail targeting and tracking system that delivers email ads to millions of Windows Live account users who opt in to receive Microsoft sponsored ads. The system allows advertisers to customize their campaign delivery to certain demographic, age range, gender, hobby groups, and produces campaign performance reports based on user responses collected.

EDUCATION

Stanford University **Stanford, CA**

Candidate, M.S. in Management Jul 2021~Jun 2022

Duke University **Durham, NC**

GPA 3.6/4.0 Aug 2002~Sep 2005

Completed 3 majors in 3 years:

1. Electrical Engineering
2. Biomedical Engineering
3. Economics

Tsinghua University **Beijing, China**

Majored in Electrical Engineering Sep 2001~July 2002

Transferred to Duke University at the end of freshman year

STEPHANIE YI

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EDUCATION

Stanford Graduate School of Business — **Stanford, CA**

Master of Business Administration Candidate — Class of 2022

- Investor on the Food and Agriculture Deal team of the GSB Impact Fund

Queen's University — **Kingston, Canada**

Bachelor of Commerce — 2012 - 2016

- Ranked top 3% in class with a cumulative 4.17/4.30 GPA
- Chancellor's Scholar: highest merit-based scholarship for leadership, academics, and creative thinking

PROFESSIONAL EXPERIENCE

The Boston Consulting Group — **Toronto, Canada**

Consultant, Promoted from Associate in 2018 at earliest window

Select experience — 2016 - 2020

- **Operations strategy / COVID response for airline**
  - Led the integration of 5 ops divisions' COVID responses for the COO. Identified cross-division trade-offs between near-term savings via furloughs and capacity for a flexible ramp-up during uncertain demand
- **Pricing and Digital Marketing for automotive OEM**
  - Designed & executed digital marketing A/B tests for ad effectiveness. Applied insights from the analysis that changed media buy strategy and contributed $15M in annual savings – 60% more than original estimates
  - Identified $80M+ of pricing opportunity via data analytics and newly developed framework. Framework was adopted by the newly stood-up Yield Management team, enabling them to identify a further $120M+ of profit
  - Developed and delivered trainings to coach a new client Analyst, at-risk of being transitioned out, on analytics and communications. In 2 months, he began to speak-up in meetings and proactively identify opportunities
- **Growth strategy for NGO focused on tackling homelessness**
  - Developed a board-approved 5-year strategy to scale program by 10x through prioritizing new markets for geographic expansion. Identified initiatives to improve efficiency in client acquisition and retention
  - Organization has increased their funding in 2020 by 50% despite challenges faced by COVID-19
- **Digital transformation of an Australian bank**, a high-profile client for BCG globally
  - Introduced a new process to onboard developers that halved team assembly time. Designed and led new on-boarding workshops that helped Product Owners work with Technology to scope engineering effort
  - Identified cost-saving potential of $500M+ through leading interviews with EVPs in Tech & Ops division, which kick-started a large-scale multi-year cost program
- **Sales Strategy for a Canadian bank**
  - Built a customer prioritization tool in Alteryx that created lead lists of business customers via an algorithm that predicts future customer potential. Tool identified cross-selling opportunities and informed branch network design

Sight and Life Foundation — **Kigali, Rwanda**

International NGO focused on tackling malnutrition for vulnerable people via the food system & public-private partnerships

Strategy and Innovation Consultant, on secondment from the Boston Consulting Group — Feb - Oct 2019

- Envisioned and accelerated the start-up of a social enterprise model that services & employs smallholder egg farmers.
  - Identified, pitched to, and partnered with a local entrepreneur to run the pilot, mobilizing a $200k investment
  - Pitched plan to the Rwanda Agriculture Board and was invited to submit for an upcoming ~500k grant
  - Initiated and built a strategic partnership with the Rwanda Development Board, ultimately leading to the endorsement of project by the Chairman of the Board, who requested the government support our pilot
- Developed and conducted diligence on a circular-economy business model in the insect-for-feed market that turns waste into feed, uses 99% less land, reduces protein cost in feed by 30% and improves food security

ADDITIONAL INFORMATION

Languages: English, Fluent in Mandarin Chinese
Computer/Technical skills: Microsoft Office, VBA, Basic Python, Alteryx, Tableau
Community Involvement: Pro-bono consultant for ACCESS, an NGO that provides micro-loans for newcomers to Canada. Impact Catalyst with the LEAP Centre to assess impact and scalability of NGOs
Other Interests: Diving, Volleyball, Tennis, Piano teacher and occasional free-lance accompanist

Wenjia (Nancy) Yu

+1 650 374 6767 | yuwenjia@stanford.edu

Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA, USA
Master of Business Administration Candidate 2020-2022

TSINGHUA UNIVERSITY Beijing, China
Bachelor of Biomedical Engineering, Medical School 2012-2016

- **Valedictorian, Excellent student leader** (Top 1%); Top 100 (out of 80K) in China college entrance examination
- President of Tsinghua Medical School Student Union (2015); President of Tsinghua Consulting Club (2016)

Experience

LYFE CAPITAL (Healthcare focused Private Equity Firm, $1.5Bn USD) Shanghai, China
Pre-MBA Private Equity Investment Intern April -Sep 2020

- **A neuro intervention company (~$25Mn investment):** Served as key point of contact for company mgmt. to complete transaction; performed market and competitor research, as well as constructed financial model
- **An IVD reagent company (~$20Mn investment):** Led investment memo creation by analyzing competition landscape and key trends of China IVD raw materials and conducting detailed financial and valuation analysis
- **A cardiovascular intervention company (~$20Mn investment):** Evaluated growth upside of Drug-coated balloon (DCB) market through physician interviews and clinical paper researches; prepared comparable analysis
- **A structural heart disease company (B round):** Led due diligence processes including commercial, finance, law, FTO diligence and full contracts negotiation, provided investment recommendations to senior deal team

BOSTON CONSULTING GROUP Shanghai, China/ Berlin, Germany
Consultant/ Senior Associate/Associate Aug 2016-April 2020

- **Earned two fast-track promotions (Top 5% performer) in both Greater China and Germany & Austria**
- **The ONLY Chinese candidate selected** into Global Ambassador Program with **1-year experience across Europe**
- **Core member of Healthcare and Private Equity practices**, extensive experience in strategy and due diligence
- Nominated as Trainer for Advanced financial modeling training section in BCG Associate bootcamp

Selected Private Equity Sector Experience:

10+ commercial due diligence and portfolio management case experience across China and European countries

- Oversaw client BD staffs and 2 associates to define M&A archetype, equity story, and short-list of acquisition targets for a leading EU-based pharmaceutical manufacturer after its acquisition by Bain Capital
- Conducted commercial due diligence for a Chinese retail pharmacy target, analyzed key policies and growth drivers, benchmarked US evolution trend, performed financial valuation and 5-year P&L projection
- Advised on a post-merger integration strategy of a global outdoor brand after its €4.5B acquisition, coordinated with 12 VP+ level leaders across EU and China to set aligned growth goals and resolve cross-cultural conflicts
- **Other commercial due diligence cases including:** CRO target in APAC, gastric cancer biologics target in China, skin care target in EU, hemophilia factor VII drug target in China, innovative device target in China/Japan, etc.

Selected Healthcare Sector Experience:

Developed in-depth understanding of healthcare ecosystem and key investment themes through 15+ cases

- **Pharma**: Drafted 10-year investment plan to fill R&D pipeline gaps for leading Chinese pharmaceutical company, evaluated market opportunity of innovative drugs based on market landscape, technology routes and clinical feedbacks; familiar with therapeutic areas including oncology, immunology, CNS, CVS and antibody
- **MedTech**: Performed 5-year strategy planning for companies in Genentech, high-value consumable and IVD sectors, covered topics including pricing & distribution re-structure, polices impact and market access strategy
- **Medical service**: Produced BCG published report on *"Investing in China Private Hospital market" with 1M+ views*
- **Telemedicine**: Acted as project leader, led team help Tencent develop "Internet+ Healthcare" business model

YUNFENG CAPITAL (Private Equity Firm founded by Jack Ma, Alibaba) Shanghai, China
Private Equity Investment Intern Nov 2015-May 2016

- Contributed to development of investment themes and sourcing of healthcare investment opportunities through detailed industry research, financial modeling, and valuation analyses, focus on healthcare industry

Additional

- **Co-founder of Trying Action,** an Education startup incubated from Tsinghua Innovation Lab, scaled to ~$1.5M revenue in 2 years from scratch, and was sold to a leading education company in China at ~$0.5M in 2014
- **Board Member of China Youth of Tomorrow**, helped 1,000+ 1st generation college students in China
- **LANGUAGES:** Mandarin (native), English (fluent) |**INTERESTS:** Skydiving, travel, oil painting

MICHAEL YULES

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EDUCATION

Stanford Graduate School of Business **Stanford, CA**
Master of Business Administration Candidate 2020 – 2022

- Member of the GSB Media & Entertainment, Sports Management, and Tech Clubs

Brown University **Providence, RI**
Bachelor of Arts in Economics 2010 – 2014

- Captain of 2013 Brown University varsity football team, 1st Team Academic All-American and 2x All-Ivy honoree

EXPERIENCE

EverTrue *(leading vertical SaaS solution for higher-education philanthropy, $24mm in funding)* **Boston, MA**

General Manager (concurrently promoted to Management Team) 2019 – 2020

- Built and led a start-up business unit to supplement EverTrue's SaaS product suite with high-margin managed services
- Led development of go-to-market strategy and collateral with a cross-functional team (product, sales, and marketing) which resulted in $1.5mm of new recurring revenue (across 10 customers) within the first calendar year
- Oversaw all aspects of daily operations of managed services business unit including management of client relationships, creation of operating procedures, product development and refinement of offering capabilities
- Hired, trained, and managed team of 4 direct reports

Senior Associate 2018 – 2019

- Responsible for finance, operations, and corporate development efforts, reporting to the Chief Operating Officer
- Led $2mm divestiture of EverTrue's Alumni Community business including due diligence, structuring, and contract negotiation after conducting a strategic review of the business and identifying $100k of direct annual cost savings
- Proactively quantified incremental value creation opportunities during divestiture negotiations including improved competitive sales win rate, stronger market positioning, and extended contract lengths. Negotiation resulted in a 100% increase in total offer value and a 25% increase in up-front cash consideration
- Negotiated channel partnership with Windfall Data and orchestrated a cross-companies go-to-market effort resulting in $250k of incremental recurring revenue in the first 6 months

Morgan Stanley **New York, NY**

Associate, Institutional Securities Associate Rotation Program 2017 – 2018

- Selected by Firm Management for the 12-person "Institutional Securities Associate Rotation Program" designed by the firm's President to improve cross-divisional awareness, cohesiveness, and experience for future business unit leaders
- Developed framework to evaluate and measure counterparty behavior and risk in Securities Lending. Established requirements for software tool to utilize the framework in quarterly business reviews with counterparties
- Successfully assumed responsibility for trading the Healthcare and Special Situations Securities Lending portfolios

Analyst & Third Year Analyst, Mergers and Acquisitions 2015 – 2017

- Selected by Capital Markets management for the 6-person "Success Through Analyst Rotations Fellowship Mobility Program" and promoted to the Investment Banking Division in the Mergers & Acquisitions group
- Transaction experience included leading the $6.9Bn sale of Staples to Sycamore Partners. Established relative valuations and returns in multiple scenarios which indicated the best risk adjusted return for shareholders would be from a whole company leveraged buyout. Ran complex due diligence workstreams and successful competitive sale process with 5 private equity buyers

Analyst, Equity Capital Markets 2014 – 2015

- Led execution of IPO and follow-on equity financings including First Data's $2.5Bn IPO and Shopify's $131M IPO
- Interfaced daily with investors and management teams to discuss market sentiment, valuation perspectives and investor feedback, and synthesized this information into presentations for Sales & Trading to leverage during equity offerings

ADDITIONAL

- Member of the Brown University Football Association (BFA) Board of Directors (Co-Chair Internship Committee), lead the BFA internship readiness and networking curriculum, and mentor youth student-athletes in Providence, RI
- Completed 10-week General Assembly Data Analytics program (Excel/SQL/Tableau for data analysis & visualization)
- Enjoy non-fiction reading, boxing, New England pro sports, and contemplating the future of collegiate athletics

DAVIDE ZANCHI

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
Master, Business Administration 2022
UNIVERSITY OF BASEL/ HOFFMANN-LA ROCHE **Basel, Switzerland**
Ph.D, Neuroscience 2018
UNIVERSITY OF GENEVA/ EPFL **Geneva, Switzerland**
Msc, Neuroscience 2015
UNIVERSITÀ CATTOLICA DEL SACRO CUORE, ITALY **Milan, Italy**
Bachelor, Psychological Sciences and Techniques 2010

EXPERIENCE

ARCH VENTURE PARTNERS **San Francisco, CA**
Business Development and Operations **2020 - ongoing**

- Support the managing partners to build new biopharmaceutical companies based on new biological and chemical targets.
- Member of Asteroid Tx core team that develops the business and R&D strategy to back drug discovery and development efforts.
- Report directly to the CEO of Asteriod Tx/Arch venture partners.

ELI LILLY & CO **Indianapolis, IN**
Accelerated Research and Development Leadership Program **2021**

- Responsible to create Lilly's rare disease strategy. Elaborate a development framework to implement vision and mission for Lilly to be a leader in rare diseases space.
- Provided understanding of the external environment and led Lilly's teams of experts in New Product Planning, Regulatory, Medical, Manufacturing and Clinical Development to drive Lilly's portfolio in Rare Disease
- Communicate on behalf of the teams with shareholders, government entities, and senior leadership (SVP, CSO) to gain alignment on the strategy.

HOFFMANN-LA ROCHE **Basel, Switzerland**
External Consultant in Neuroscience and Rare Disease **2020 - 2021**

- Advisor to drug development teams and senior leaders. Provide vision and elaborate insights to advance the Neuroscience portfolio.
- Provide strategic recommendations to every step of the way in drug development: from drug discovery to safety and toxicology to clinical development.
- Maintain relationship with executive management, reporting directly to the R&D Head of Neuroscience.

Lead Clinical Scientist in Pharma Research and Early Development (pRED) Neuroscience **2019 - 2020**

- Lead scientist on drug development program in Neuroscience. Led a team of 20 people to implement clinical trials for molecules with an innovative mode of action.
- Managed three studies with a total budget of $USD 50 MM. Overseen all the aspects of the trials: strategy, design, budget, and study conductance. Prepared and submitted documentation related to the clinical trials to the FDA and EMA.
- Member of the partnering team focusing on due diligence and out-licensing Roche molecule.

Biomarker Project Manager in pRED Neuroscience and Pharma Development (PD) Oncology **2017 - 2019**

- Led biomarker clinical and operations teams to ensure feasibility and deliverability of clinical trials in Neuroscience and Oncology for Polatuzumab Vendotin, novel FDA-approved drug for large B-cell lymphoma.
- Provided day-to-day management of Contract Research Organizations (CROs) and vendors to ensure delivery against the contracted scope of work. Signed contracts for a total of $USD 2 MM.

ADDITIONAL

- Languages: Italian - native, English - business proficiency, French - business proficiency, Dutch - informal proficiency, German - informal proficiency.
- Published 20 scientific articles (12 first authorships, 12 corresponding authorships).

DIMITRI ZANINOVICH

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Education

Stanford Graduate School of Business, Master of Science in Management, Candidate 2022

Harvard University, Master's in Public Policy, 2010

Universidad de los Andes (Colombia), Specialization in Finance, 2007

Universidad Nacional de Colombia, B.S. in Economics, 2005

Experience

MACIZO Building Future Bogota/Colombia
Cofounder 2018 – 2021

- Co-Founded a consulting firm focused on advising international investors, construction companies, governments, and multilateral agencies on the development of large infrastructure projects.

NATIONAL INFRASTRUCTURE AGENCY Bogota/Colombia
President 2017 – 2018

- Led the national government agency in charge of structuring, constructing, and operating all the transport infrastructure PPP projects (toll-roads, maritime ports, national airports, and railways).
- Implemented the largest PPP road program in Latin America, consisting of 30 projects, covering more than 5.000 kilometers, and representing investments above US$ 20 billion.

MINISTRY OF FINANCE Bogota/Colombia
Viceminister of Finance 2017

- Represented the National Government at the boards of the main state-owned companies.
- Led the preparation, discussion, and approval of the national budget for fiscal year 2018.

MINISTRY OF TRANSPORT Bogota/Colombia
Viceminister of Infrastructure 2016-2017

- Designed the first long run Multimodal Transport Infrastructure Plan 2015-2035 (150 projects prioritized for the next 20 years).

NATIONAL PLANNING DEPARTMENT Bogota/Colombia
Head of Infrastructure and Sustainable Energy 2013-2016

- Planning, evaluating and implementing public policies for energy, ICT and transportation sectors.

Additional Experience (Board Memberships)

SUMITOMO-LARRAINVIAL PRIVATE EQUITY FUND, Infrastructure and Energy Debt Fund
TRANSMILENIO, Bogotá's public transport company
AGUAS DE BOGOTA, Bogota's utility company platform for investing in new ventures
NATIONAL DEVELOPMENT FINANCE CORPORATION, Development Bank
ISA, International company on energy, roads, and telecommunications
PREVISORA SEGUROS, Colombia´s largest state-owned insurance company

Additional

- Spanish (native), English (excellent)
- Military Medal *"Fe en la Causa*" awarded by the Commander of the Colombian Armed Forces to civilian leaders who had led initiatives with extraordinary impact on national security.
- Audubon Society (Birdlife Conservation): Strategic advisor for international program

GREG ZEGAS

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
Master of Science, Environment and Resources Candidate (Energy track) 2022

BOSTON UNIVERSITY Boston, MA
BA, Environmental Analysis and Policy 2015
BA, Economics 2015

- Graduated summa cum laude (GPA 3.8/4.0); Dean's List and University Scholarship every year
- President of Boston University Outing Club and Co-Founder of the club's Alumni Association

EXPERIENCE

Holocene Climate Corporation Stanford, CA
Early-stage student-led venture developing novel approach to large-scale direct air capture and storage of CO_2
Founding team member June 2021 – Present

- Spearheading customer discovery, financial modeling, and go-to-market strategy for seed-stage climate tech venture started by business & engineering student team; recipient of Stanford's Botha-Chan Fellowship

Impact Fund at Stanford Graduate School of Business Stanford, CA
Student-run fund making capital allocation decisions to create positive social and environmental change
Investor, Energy & Environment Deal Team Jan. – May 2021

- Sourced deals, evaluated impact potential, and performed due diligence on seed-stage companies capturing, utilizing, or reducing greenhouse gas emissions; presented one potential deal to investment committee

XacBank LLC Ulaanbaatar, Mongolia
Mongolia's 4th largest domestic commercial bank ($1.2B assets), with pioneering climate finance portfolio
Senior Project Development Officer, Eco Banking Department 2018 – 2020

- Led development of public-private partnership proposal to establish Mongolia's first non-banked financial institution with climate finance mandate (~$70M initial capitalization)
- Oversaw million-dollar pilot project portfolio, including conception, funding, and early implementation of first-of-a-kind mini-grid system and partnership & engagement for sustainable rangeland lending initiatives
- Served as expert panelist, moderator, and mentor at climate finance workshops and conferences across Asia

Project Development Officer, Eco Banking Department (via Princeton in Asia Fellowship) 2017 – 2018

- Wrote Funding Proposals, negotiated term sheets, and assisted implementation of eco banking team's utility-scale solar PV ($16M) and energy efficiency ($18M) programs, both co-financed by Green Climate Fund
- Oversaw energy efficient stove project reporting and audits to facilitate $1M in certified carbon credit sales

Smart Air Mongolia LLC Ulaanbaatar, Mongolia
BCorps-certified for-profit social enterprise providing affordable indoor air purifiers and air pollution education
Pro-bono Executive Director 2018 – 2020

- Oversaw hiring and management of organization's first full-time local employee and volunteer staff
- Negotiated B2B sales, facilitated imports, and tripled sales by introducing new air purifier to local market
- Recipient of Carrie Gordon Tribute Grant (via Princeton in Asia) for implementing air pollution-related service project with over 900 direct and 30,000 indirect beneficiaries of training, education, and purifier donations

PA Consulting Group Boston, MA
Mid-sized management consulting firm with cross-sector expertise and global presence
Analyst, Global Energy and Utilities 2015 – 2017

- Performed market analyses on regulation, energy market structure, and pricing fundamentals in numerous renewable energy infrastructure buy-side advisory engagements in U.S. and Mexico
- Lead analyst on cost-benefit analysis of $3 billion renewables-focused HVDC transmission line

LUCAS ZELNICK

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, CA**
M.B.A. Candidate 2020 – 2022

WILLIAMS COLLEGE **Williamstown, Massachusetts**
B.A., Economics and English Literature | Concentration: Film & Media Studies 2013 – 2017
- Graduated *cum laude* with a cumulative 3.80 GPA and eight consecutive semesters on the Dean's List
- Founder and President of Purple Mountain Partners, Williams College's first for-profit investment club

Experience

VIACOMCBS, INC. **New York, New York**
Manager, Corporate Strategy & Emerging Opportunities 2019 – 2020
- Led post-merger integration for $340M acquisition of Pluto TV as key member of 3-person project management office
- Co-developed strategy behind the divestiture of Simon & Schuster
- Managed the creation of presentation materials for $1B+ NFL media rights renewal negotiations

Senior Analyst, Corporate Strategy 2018 – 2019
- Executed the acquisition of a 49% stake in Miramax, LLC for $375M as member of legacy-Viacom deal team
- Created all presentation materials, including CEO remarks, for twice-quarterly board of directors meetings

BROADWAY VIDEO ENTERTAINMENT, INC. **New York, New York**
Production company founded by Lorne Michaels and responsible for *Saturday Night Live*
Associate, Broadway Video Ventures 2017 – 2018
- Performed crucial operational roles across Broadway Video's portfolio of incubation companies; advised senior management, contributed to board meetings, and brainstormed products and new incubation ideas
- Co-raised $15M for incubation fund; created investor deck, managed pipeline, attended pitch meetings
- Hired first 5 contractors for Sanctuary Astrology, an incubated entity, earning the company's first revenue

HOME BOX OFFICE, INC. **New York, New York**
Intern, Original Programming Strategy & Planning 2016
- Wrote synopses for HBO series *High Maintenance*, published on HBO GO and NOW platforms
- Voted intern leader of Original Programming team for Project HBO (distribution project for all HBO interns)

PATREON, INC. **San Francisco, California**
Intern, Sales & Marketing 2015
- Designed and executed initiative to bring more writers and musicians to the platform; producer of five pieces of creative marketing content (written); organized network of influencers with social reach of 7.5M
- Continued working remotely throughout Junior year of college; offered full-time remote position

Additional

STAND UP COMEDY
- Stand-up comedian performing at comedy clubs and festivals nationwide
- Performed at the Burbank Comedy Festival; regular at numerous New York comedy clubs, including Caroline's on Broadway; 2nd place at *Buddha Battle*, a competition at The Stand Comedy Club in New York
- Writer, *Animal News Now*, an animated, short-form comedic video series sold to Facebook Watch
- Producer and Host, *The Pet Shop*, a monthly live comedy show at New York's Jane Hotel
- Producer and Host, *LES Comedy*, a weekly Saturday night show at Artisan Barber in New York's East Village

WRITING TUTOR
- Undergraduate and graduate admissions essay writing; employed by Allison Baer Educational Consulting

ALPINE SKIING
- Extreme skiing athlete; competed in freeride skiing until 2017; top 200 nationally
- Sponsored by GoPro, Salomon Freeski, Swany Gloves and Surefoot Boots between 2011 and 2017
- Created nine pieces of web-based video content totaling over 150K YouTube views

Ricardo J. Zendejas
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Education

Stanford Graduate School of Business — Stanford, CA
Master of Science in Management, Sloan Fellow — July 2021 – June 2022 (Anticipated)

Stanford University — Stanford, CA
Master of Science in Civil and Environmental Engineering — September 2008-June 2010

University of California Los Angeles — Los Angeles, CA
Bachelor of Science in Civil Engineering — September 2006-June 2008

Professional Experience

Clark Construction Group, LLC — Los Angeles, CA
Nation's leading general contractors, performing more than $5 billion worth of work each year.

Project Executive — December 2020-Present

- Oversaw financial project controls in the Construction of a $200 million, 2.3 million square feet Amazon Fulfillment Center. Capitalized on areas on opportunity to enhance profits.
- Championed the pursuit and was awarded the construction of a $550 million, 38 Story commercial office building. Mitigated all risks associated with the pause of construction as a result of COVID-19.

Senior Project Manager — June 2016-December 2020

- Managed significant and unusual legal claims during the construction of a $300 million, 500k square foot detention facility. Averted financial losses through the effort I led with multiple financial settlements on the project.
- Provided executive assistance to Division President by analyzing all active projects key performance indicators. Provided assessments to strengthen operations on active projects.
- Executed the successful construction of Los Angeles County first homeless shelter in the LA Mayor's Bridge Home Initiative
- Maintained relationship with Universal Studios Hollywood and completed dozens of contracts including working on critical components required for operation of the theme park.

Project Manager — August 2014-June 2016

- Managed the Construction of the $50 million Fast and Furious the Ride Attraction at Universal Studios Hollywood. Delivered the project ahead of schedule and under budget.

Office Engineer and Project Engineer — July 2010-August 2014

- Contributed in the $170 million design build, historical renovation, seismic upgrades, tenant improvements of the Los Angeles County Hall of Justice.
- Contributed in the $87 million Construction of an LAUSD new campus including 5 buildings on a 15-acre campus

Stanford University, Calculus Course Assistant — September 2008-June 2010

Additional

- Language: Native Fluency in Spanish
- Community: ACE Mentor Program (Current Board of Directors and Mentor), Leadership in Energy and Environmental Design Accredited Professional, AGC Stanford Student Chapter (President 2009-2010), American Society of Civil Engineers, Sigma Alpha Epsilon

Lily Zeng

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, California**
Master of Business Administration Candidate 2020-2022

- VP of Consumer and Retail Club; Sustainability Club, Stanford FashionX, Entrepreneurship Club, GSB Show Dance Director
- Participant in Start Up Garage; exploring ways to shape consumer behavior to increase sustainable consumption

RICHARD IVEY SCHOOL OF BUSINESS **Canada**
Bachelor of Arts in Honors Business Administration, Dean's List; GMAT 760 2009-2013

Experience

CLOSED LOOP PARTNERS - SUSTAINABLE FASHION GROWTH EQUITY FUND **New York, New York**
Growth Equity Summer MBA Intern **June 2021 - Present**

- Built investment pipeline for $100M fund across in the sustainable fashion space (e.g. material science, re-commerce, virtual fashion, supply chain); conducted market mapping, financial analysis, and due diligence for an alternative leather producer and digital sampling platform.

UNSPUN | CUSTOM-BUILT JEANS **San Francisco, California**
MBA Intern, Strategy **February 2021 – June 2021**

- Facilitated exploration, ideation, and prototyping workshops with top fashion brands to accelerate adoption of sustainable /circular fashion technologies; supported CEO/Founder in fundraising and category expansion strategy.

CLINTON HEALTH ACCESS INITIATIVE **China/India/Korea/Africa/SE Asia/South America/Europe**
Negotiating with and investing in global pharmaceuticals to increase global vaccines access
Program Manager, Global Vaccine Markets **October 2015 – June 2020**

- Designed revenue growth and go-to-market strategies for biotech companies. Highlights include:
  - Developed 10-year global market-entry strategy for the world's first low-cost HPV vaccine; worked with CEO to evaluate global competitive dynamics, willingness-to-pay, and global market size; led pricing negotiations which achieved a 50% reduction in global HPV vaccine prices while unlocking a +15% revenue growth potential.
  - Oversaw revenue strategy that prevented the shutdown of world's only Cholera vaccine supplier; identified growth opportunities and streamlined product portfolio, which led the company to re-establish profitability; supported CEO in securing $10M of Private Equity funding from Korea's largest Biotech PE fund.
- Led development of a market roadmap for the global introduction of COVID-19 vaccines; worked with C-suite executives, WHO, and governments to evaluate long-term market dynamics, competitive landscape, pricing dynamics, and constructed a global demand/supply strategy, which has been approved by 10 of the G20 nations.
- Accelerated promotions from Analyst to Manager; Direct manager/coach of 5 associates/Senior Associates.

PROCTER & GAMBLE (P&G) **Toronto, Canada**
Leading pricing strategy, market analysis, and portfolio optimization for P&G's Health and Beauty brands
Finance Analyst – Market Strategy & Planning, Health Care, Beauty, Hair Care **August 2013 – August 2015**
Financial Modeling, Investment Evaluation, and Market analysis

- Led design of pricing strategy for Canada's #1 Oral Health Brands (Oral-B/Crest); analyzed consumer price elasticity, developed risk profiles, and modeled competitive reaction scenarios; coordinated 8-person cross-functional team to secure funding for plan from P&G Global HQ (worth $15M in incremental sales).
- Independently developed portfolio optimization strategy after identifying $8M untapped revenue opportunity on P&G's Health Care business (Vicks, DayQuil/Nyquil, Metamucil); partnered with multi-functional team to execute plan despite difficult market conditions and ended fiscal year with a 5-year record high of 3% growth.
- Analyzed promotional, pricing, and assortment strategies of top competitors and formulated competitive action plan for P&G's Beauty and Hair Care business; developed investment principles and led the establishment of Beauty Care pricing strategy worth $3 million.

Other

- Languages: Mandarin (Native), French (Basic)
- Passions: Circular Business Models, Vintage/Thrift Fashion, Hip-Hop Dance (training at professional level)

JENNA ZERKER

New York, NY | jennazerker@gmail.com | 603-667-3081

EDUCATION

Stanford Graduate School of Business Stanford, CA
M.A. Business Administration September 2020-June 2022

- MBA Fund Partner
- Rough Draft Ventures Fellow (General Catalyst student fund)

Dartmouth College, *Major in Economics* Hanover, NH
AB in Economics, Summa Cum Laude. Top 20 in Class. GPA: 3.94/4.0, Major GPA: 4.0/4.0 September 2009-June 2013
GMAT 730. SAT: 1550 (800 Verbal, 750 Math)

- Phi Beta Kappa Early Inductee (top 20 in class), Rufus Choate Scholar (top 5% in class)
- President of Women in Business ('09-'13); Senior Analyst in Smart Woman Securities ('10-'13); Warren Buffett SWS Trip ('11)

EXPERIENCE

Bessemer Venture Partners Stanford, CA
Venture Scout November 2020-Present

Goldman Sachs Investment Partners ($1.25BN late-stage venture and growth equity fund) New York, NY
Deal Quarterback October 2017-September 2020

- Responsibilities include leading business diligence, underwriting and financial analysis; research on industry trends and competitive dynamics; term sheet negotiation and deal structuring coordination; preparation of internal investment committee materials and participation in committee discussions; portfolio monitoring (including public positions) and performance tracking
- Selected Transaction Experience:
  - $30M Series A preferred equity investment in Bond (fintech infrastructure platform) *[Closed]*
  - $30M Series B and $150M Series C preferred equity investment in Uala (digital bank) *[Closed]*
  - $100M Series D preferred equity investment in Zola (online wedding registry and planning platform) *[Closed]*
  - $35M Series B preferred equity investment in Rothy's (D2C women's footwear brand) *[Closed]*
  - Led ongoing public market monitoring of investment in Spotify *[Ongoing]*

PeakSpan Capital ($150M growth equity fund focused on enterprise software) San Francisco, CA
Investment Associate July 2016-August 2017

- Responsibilities include working directly with founders to develop investment themes, sourcing strategy, and execute on sourcing, due diligence, term sheet negotiations, and portfolio company initiatives; built e-commerce services sourcing strategy, leading to two high-potential prospects; created case study for portfolio company's channel sales partner, resulting in greater collaboration and channel sales
- Selected Transaction Experience:
  - $15M Series B preferred equity investment in Kenna Security (security vulnerability risk management solution) *[Closed]*
  - $9M Series B preferred equity investment in Cloudbeds (hospitality management solution) *[Closed]*

Sakara Life (Organic meal delivery and e-commerce startup) New York, NY
E-commerce Lead June 2015-June 2016

- Directed cross-functional team in launch and management of the new e-commerce business, resulting in ~200% revenue growth in the first quarter post-launch; led business strategy and operations including built and managed the P&L and forecast model
- Improved e-commerce operations model through bottom-up cost analysis, resulting in a 20% increase in gross margins
- Collaborated with the GM to spearhead strategic initiatives, including the $4.8M Series A financing

McKinsey & Company New York, NY
Corporate Finance & Strategy Business Analyst August 2013-June 2015
Developed and delivered strategy and corporate finance recommendations for global organizations; representative projects include:

- Online Retail PE Diligence – Evaluated $2B investment in online home décor retailer; built market sizing and financial model
- Consumer Products PE Diligence – Evaluated market opportunity and a potential $750M investment in a CPG company
- Retail Banking – Supported a $5B financial institution in an $800M acquisition of a regional retail bank including identifying and presenting the growth opportunity and strategies in the US retail banking sector

SELECTED COMMUNITY LEADERSHIP ACTIVITIES & INTERESTS

- **All Raise (Working Group Member):** selected Working Group member; launched and run the VC Champions Initiative
- **REALITY Venture (Member):** selected to participate in the Charles and Lynn Schusterman Family Foundation's REALITY Venture trip to Israel which brings together leaders in venture capital, institutional investment and multinational development
- **Other Selections:** Summit Community (Selected Member), Parity Partners (*Launch with GS,* GS Sponsorship), UJA Host Committee (Selected Member), McKinsey Learning Committee & Downtown Partnership Strategic Advisor (Selected Member)
- **Interests:** boxing, painting, and skiing

JEFF ZHANG

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EDUCATION

Stanford University Graduate School of Business, Stanford, CA (2022 expected)
Master of Business Administration (MBA)

- *Co-President, Arts, Media & Entertainment Club*: Direct club operations, facilitate alumni and company connections
- *Arbuckle Leadership Fellow*: Selected in competitive program to coach and mentor first-year MBA students
- *Music Director, GSB Show*: Lead 15-person band, arrange songs, and coordinate rehearsals for annual student musical

Yale University, New Haven, CT (2016)
B.S. with Distinction, *magna cum laude*, Psychology (Neuroscience Concentration) and Economics

- GPA 3.94/4.00; Phi Beta Kappa Society, Psi Chi International Honor Society in Psychology

PROFESSIONAL EXPERIENCE

Mixhalo, San Francisco, CA || *Mixhalo delivers immersive, real-time audio directly to audiences' phones at live events*
Business Development Intern (Jun – Aug 2021)

- Designed customer revenue model, created listener acquisition plan, and analyzed in-audio sponsorship viability. Summarized findings in three whitepapers and used them to advise CEO and COO on growth and marketing strategy
- Sized and prioritized new verticals (e.g., live conferences, movie theaters), shaping company-wide revenue goals
- Staffed live deployments: engaged with users on-site to solicit feedback and relayed recommendations to product team

Boston Consulting Group, Boston, MA
Consultant (Jan 2019 – Jul 2020), *Associate* (Jan 2017 – Jan 2019), *Summer Associate* (Jun – Aug 2015)

- **In-stocks improvement for $100B retailer:** Sized $500M opportunity to reduce number of items out-of-stock. Coached SVP of Operations on how to present results to Board, leading to new operations targets for 2,500 store fleet
- **Category performance improvement for wholesale retailer:** Drove supplier negotiations to generate $5M+ annual margin growth; guided senior category directors on assortment decisions to boost sales productivity
- **Pricing strategy for packaging manufacturer:** Delivered client's first manufacturing cost estimator for all possible product configurations, enabling more profitable pricing decisions
- **Associate Mentor:** Mentored new Associates, leading quarterly tips-and-tricks sessions and planning affiliation events

Southern California Public Radio, Pasadena, CA
Strategy and Sustainability Fellow, on secondment from Boston Consulting Group (Jun 2019 – Mar 2020)

- Built the first profitability model and first program dashboard for LAist Studios podcast studio. Presented to senior leaders to set podcast launch calendar timeline and annual download targets
- Fostered cultural changes by coaching team of 8 C-suite/VP leaders on new ways of working: introduced weekly podcast taskforce meetings and structured interdepartmental check-ins, enforcing shared accountability
- Evaluated audience and revenue opportunity in acquiring new FM signal using geoanalytics and qualitative research; presented findings to CEO and cultivated confidence in listener base expansion of ~2M people

LEADERSHIP AND ACTIVITIES

BCG Mental Health Initiative, *Consulting Team Lead*, Boston, MA (Jan 2018 – Jul 2020)

- Created "Wellness Allies" peer counseling network, teaming with a psychiatrist to lead active listening trainings for 60+ colleagues. Worked with HR leadership to plan monthly Speaker Series and expand mental health benefits
- Nominated for yearly office impact award; led to 95% of office agreeing that BCG is more committed to mental health

The Yale Broadcasting Company (WYBC), New Haven, CT (Sep 2012 – present)

- *Alumni Committee Founding Member*: streamlined alumni database to enable more effective outreach and fundraising
- *General Manager*: Directed 200+ student DJs; led technology initiative to modernize broadcast and events equipment
- *Producer and DJ*: Trained new DJs on broadcasting; produced and curated weekly indie rock program

BCG Asian Diversity Network, *Affiliation Lead*, Boston, MA (Sep 2017 – Jul 2020)

- Managed $5,000 budget to run events boosting mentorship and discussion of relevant professional and cultural topics

Yale Symphony Orchestra, *Principal Pianist*, New Haven, CT (Jan 2013 – May 2016)

- Rehearsed in premier student orchestra (~5hrs/week) and performed in six concerts per season

SKILLS

Languages: Mandarin Chinese (advanced speaking proficiency)
Digital: Microsoft Office, Alteryx, Tableau, R (beginner), SQL (beginner), Ableton Live and Logic Pro audio workstations
Interests: Music performance and production (2012 YoungArts National Finalist, Classical Piano; formed college rock band)

JINGWEN ZHANG (JAYE)
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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS **Stanford, California (United States)**
Master of Business Administration (MBA) | *GMAT: 770 (99th percentile)* Expected Graduation: Jun 2022

- Co-President of Product Club; Co-Chairperson of International Committee; Arbuckle Leadership Fellow; Section Rep.
- Relevant courses: BI from Big Data (Adv.), Programming Methodologies, Optimization & Simulation Modelling (Adv.)

LONDON SCHOOL OF ECONOMICS **London (United Kingdom)**
BSc Economics, First Class Honours with Distinction | *Top 10% of graduating cohort* 2013 – 2016

- Director of The Young Consultant: Led pro-bono student consulting projects for small businesses and non-profits in UK

EXPERIENCE

KNIFE CAPITAL **South Africa** (remote)
Summer Associate, Global Management Immersion Experience (GMIX) Summer 2021

- Supported South Africa's leading venture capital on multiple projects, including conducting a due diligence on a start-up for a go/no-go decision, developing business strategies for portfolio companies, and screening new investment proposals

ACTIVISION BLIZZARD **United States**
Summer Associate, Product Manager (Call of Duty: Mobile) Summer 2021

- **Competitive Initiatives:** Led an end-to-end assessment of COD:M ranked mode and collaborated with the analytics team to identify gaps in player acquisition, retention and engagement. Created new feature proposals & product specs, and obtained approval from product committee. Presented overall analysis & recommendations to Executive Leadership.
- **Performance:** Developed feature & competitive profiles based on market trends and COD:M's key competitors. Performed monetization analysis of new in-game content launches.
- **Production:** Supported Jira ticket prioritization, patch notes, release scheduling & other project mgmt. responsibilities

GOJEK **Southeast Asia**
Manager, International Operations 2019 (Externship)
>$10B super-app (backed by Google, Tencent) providing ride-hailing & 20+ services, with ~25M users & ~2M drivers

- **User Acquisition, Growth & Retention:** Piloted a comprehensive driver journey model and playbook to improve driver on-boarding, increase active driver conversion rate, and reduce churn. Managed cross-functional teams from engineering, data, marketing and operations. Model was adopted by country CEOs and rolled out across 4 countries.
- **User Segmentation, Metrics & Data Analysis:** Introduced metrics to diagnose driver quality and worked with Gojek's data analytics team to segment drivers. Identified initiatives and designed experiments to increase overall driver quality, such as gamification (e.g. weekly leader-boards of trips) and targeted marketing communications.
- **Product Requirement Definition:** Collaborated with product managers to translate Indonesia's new ride-hailing regulations into product requirements, ensuring that Gojek's 2M drivers do not lose their eligibility to drive.

BAIN & COMPANY **Southeast Asia**
Consultant *(prev. Senior Associate Consultant/ Associate Consultant)* Summer 2015; 2016 – 2020
Early promotion to Consultant in 2.5 years based on exceptional performance; Top 20% performer throughout tenure

Relevant experiences include:

- **Digital Strategy & Agile Dev.:** Advised a large Thai bank (>$100B in assets) in its blockchain strategy and rollout.
  - Led the bank's investment decision for two global blockchain platforms and convinced the Director to green-light the investment. Piloted a playbook for other banks to assess similar blockchain projects (added to Bain's IP database).
  - Conducted Agile training for the bank's trade finance team. Assisted the Product Owner in the timely roll-out of a new blockchain product by leading weekly prep sessions, prioritizing backlog items, and facilitating sprint meetings.
- **Go-to-Market Strategy & Launch:** Supported a large telco in launching a new B2C electronics retail business.
  - Formulated and launched a survey for 1K consumers to identify 5 distinct consumer personas. Developed distinct value propositions to inform go-to-market strategy for each segment. Developed a 3-year implementation roadmap for 9 launch teams involved to launch ~100 stores, with phased roll-out of products & services.
- **Stakeholder Management:** Collaborated with the CTO of a $2B logistics firm to identify ~$20M of savings. Designed and delivered >30 cost initiatives with senior leadership team. Converted CTO from detractor to promoter in 6 months.
- **Market, Competitor & Customer Analysis:** Conducted 16 commercial due diligences/ sector scans. Projects include:
  - Assessed market fundamentals, use cases, go-to-market models and sales pipeline for a global data analytics firm. Coached a new associate in building a 5-year financial model and examined viability of management's projections.
  - Analysed usage, adoption trends and profitability for a rapidly growing Asia internet platform (e-commerce, gaming & e-payment). Evaluated industry attractiveness, target's UX, monetization opportunities, and ability to differentiate.

ADDITIONAL

- **Languages:** English/ Chinese (native); French (basic) | **Programming language:** Python, SQL (basic), R (basic)
- **Visa:** Qualify for 3-Year STEM OPT and H1B1 Visa (Singapore Citizen) | Not subjected to H1B lottery

JOANNA (JUE) ZHANG
SE, PE, LEED® AP

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Professional Registrations

- Licensed Professional Engineer - Civil, California, #C-75869
- Licensed Structural Engineer, California, #S-5936
- Licensed Real Estate Salesperson, #02060284
- LEED® Accredited Professional

Professional Affiliation

- Elected Governor, Architectural Engineering Institute (AEI) of American Society of Civil Engineers (ASCE)
- Future World Vision (FWV) Committee of American Society of Civil Engineers (ASCE)
- Member of the Resilience Committee and Continued Education Committee of Structural Engineers Association of California (SEAOC)

Education

- Master of Science in Business for Experience Leaders (MSx), Stanford Graduate School of Business 2022
- Master of Science in Structural Engineering and Mechanics of Materials, University of California, Berkeley
- Bachelor of Science in Civil Engineering, Minor in Architecture, with High Honor, University of California, Berkeley
- Career Discovery Architecture Program, Harvard University Graduate School of Design
- Study Abroad Programs: Austria, Germany, Italy

Business Management Coursework

- Management of Technology
- Project Management
- Corporate Finance
- Real Estate Economics

Experience

Project Manager | Skidmore, Owings & Merrill, LLP (SOM)

September 2018 – Present

- Lead the multi-disciplinary of city planners, architects, structural engineers, mechanical engineers, landscape architects, interior designers, coordinate with the development investors, direct the contractors, report to the approval agencies, and engage the general public to realize projects from initial concept to successful reality.
- Manage large global teams in San Francisco, London, Hong Kong and Chicago, and a variety of clients in the U.S., Canada, China and Taiwan to achieve design, technical and financial success.
- Experience in over 39 projects in 19 different cities all around the world.
- Prepare agreements with clients including letters of intent, memoranda of understanding, and professional service agreements.
- Coordinate and support business development, public relations, and marketing opportunities.
- Lead in the development of office standards, policies, and procedures.

Structural Engineering Associate | Skidmore, Owings & Merrill, LLP (SOM)

October 2012 – August 2018

- Took full responsibility for the design, work plan, schedule and financial performance for multiple projects of various sizes and in different phases at the same time.
- Delivered high-quality documentations in a fast-paced working environment and under stringent deadlines.
- Gave impactful presentations to clients, peer reviewers, expert review panels both locally and overseas.
- Collaborated with design consultants and contractors in-house or in multiple time zones.

Structural Engineering Professional | Skidmore, Owings & Merrill, LLP (SOM)

July 2008 – September 2012

- Developed clear understanding of the building code for both new construction and renovation/expansion, and expert ability to read and understand architectural and engineering drawings.
- Gained full experience across all stages of the design and construction process from preparing project proposals during the concept phase, conducting value engineering during design phase, to reviewing change orders in the construction phase.

Receptionist & Assistant | Coastline Equity Asset and Property Management

August 2002 – Jun 2004

- Gained knowledge of multiple aspects of real estate and asset management, including tenant screening, leasing contract negotiation, and property maintenance.
- Demonstrated exceptional time management and multi-tasking skills by balancing 24 hours of work per week with 20 units of coursework per semester.

JOANNA (JUE) ZHANG
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Selected Publications & Presentations

- "Beyond Diagrids: Next Generation Exterior Bracing System for Tall Buildings," Council on Tall Building and Urban Habitat (CTBUH) 2018 Middle East Conference
- "The Monterey Conference Center — Creatively Taking on the Future," ASCE AEI Conference, 2017
- "Resurrecting History: Renovating the Strand Theater in San Francisco," ASCE AEI Conference, 2017
- "G.T. Land Plaza: Using Composite Structures for Solving the Challenges and Complexities of a Tall, Long and Slender Tower," International Conference on Composite Construction In Steel and Concrete, 2017
- "Retrofit of Historic Structures: Sustaining Environment and Culture," IABSE Congress, 2016
- "Developing a Basis for Design — Embodied Carbon in Structures," ASCE AEI Conference, 2015, and Sustainable Structures Symposium, 2014
- "Scale Matters," Structural Engineering and Mechanics of Material Seminar, University of California, Berkeley, 2014
- "A Proposal for Carbon Benchmarking of Structures," SEAOC Convention, 2014
- "Assuring Robustness of Non-Prescriptive Building Structures in China," IABSE Workshop, 2012

Awards

- Structural Engineers Association of California (SEAOC), Nabih Youssef Young Engineer Award, 2016
- Earthquake Engineering Research Institute (EERI), Shah Family Innovation Prize, Nominee, 2018

Languages

- English
- Mandarin and Cantonese Chinese

Selected Current and Completed Projects

Jiuzhou Bay
Zhuhai, China

To transform the city's waterfront and create a blueprint for future development, I was honored to represent SOM during the international competition to win and then lead the project to create 'jiuzhou bay' — a new mixed-use neighborhood that features offices, residences, retail, and transportation infrastructure.

Monterey Conference Center
Monterey, California

The renovation of the Monterey Conference Center transforms the 40-year-old facility into an inviting civic gateway for visitors and residents. I was in charge of the project from initial concept design to final construction administration.

U.S. Embassy Complex
Undisclosed location

The Embassy Complex is like a small U.S. city organized by neighborhoods based on the program functions and constructed in stages on foreign soil. I lived over-seas, provided on-site construction administration services.

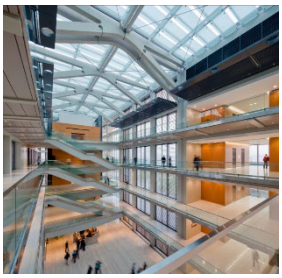
Poly International Plaza
Beijing, China

Poly International Plaza comprises of three office towers, and occupies a prominent position in a new business district adjacent to the Capital Airport Expressway. I defended this non-traditional and code-exceeding design in front of a national expert review panel to obtain approval.

The Strand Theater, American Conservatory Theater
San Francisco, California

The renovation of the Strand Theater resurrects a century-old movie theater on San Francisco's Market Street. I had to adapt the design rapidly to the complex and uncovered field conditions. The project has received over 26 awards to date across all disciplines.

Huawei Technologies Corporate Campus
Shanghai, China



Huawei Technologies Corporate Campus features two parallel wings with offices and labs bridged by a central building housing a conference room, cafeteria, and administrative space. I helped with the innovative use of fuse-like pins at the roof to couple the two wings together but can separate and protect the occupants and the buildings under rare earthquake.

MELISSA ZHANG

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS | HARVARD KENNEDY SCHOOL. Stanford, CA | Cambridge, MA
Master of Business Administration, Master of Public Administration – Climate Technology & Policy 2023

- Stanford GSB Impact Fund: actively investing in Seed to Series A startups in climate tech (soil sequestration, eco-textiles).
- Research co-author: "Preventing Fraud in the Battery World" with battery engineers Nicholas Yiu and Crystal Jain.
- Leadership: Stanford Energy Club President, GSB Climate Summit Lead, Ethics Society and Tech Grant Recipient.
- Coursework: 100% Clean Renewable Energy, Financing Power Projects, Battery Tech Venture, US Energy Policy.

UNIVERSITY OF CALIFORNIA, BERKELEY Berkeley, CA
Bachelor of Science in Environment, Bachelor of Science in Business Administration 2015

- Thesis: "*How Does Collective Mood During Political Change Affect Stock Market Movement? The Case of Hong Kong*" Selected to present at Stanford Research Conference, awarded Best Research by Berkeley Institute of Int'l Studies.
- Cal Alumni Association Leadership Scholar, Berkeley Institute of Int'l Studies Scholar, TA for Dr. Sumon Mazumdar.

EXPERIENCE

VARIOUS STARTUPS | Exec Advisor or Early Stage Investor California, New York, Hong Kong

- *AlgiKnit:* Led 1 of 3 deals selected out of 100+ sourced over yearlong cycle in the 60-person Stanford GSB Impact Fund. Sourced, evaluated and successfully completed $50K convertible note investment into kelp-to-yarn eco-textiles startup.
- *On Deck Climate Tech Fellowship:* 2021 Build Week Mentor for cleantech entrepreneurs and policy mentorship.
- *MioTech:* Advised ESG Alternative Data startup on customer profiling and product-market fit pre-2020 Series B raise.

X, THE MOONSHOT FACTORY | Business Strategy Mountain View, CA
Alphabet's Research & Development Innovation Lab
MBA Intern for X's Electric Grid Moonshot (led by Audrey Zibelman - limited publicity) Jun 2021 – Aug 2021

- Developed go-to-market strategy for the largest target segment: deep dive on pain points and product applications across regulators, utilities, innovators and system operators by conducting interviews with internal and external product leads.
- Business Ops: Revamped CRM tool to improve customer discovery and sales documentation.

STATE OF CALIFORNIA & STANFORD STEYER-TAYLOR CENTER | Research Assistant Stanford, CA
Climate Risk Disclosure Advisory Group for Governor Gavin Newsom's Office of Research & Planning
Research Assistant for Professor Alicia Seiger and Director Kate Gordon Jan 2021 – Jun 2021

- Drafted recommendations with the 20-member Advisory Group (public/ private sector executives) for how 10+ agencies in the State of California can implement the Taskforce for Climate-related Financial Disclosures (TCFD) framework.
- Researched and presented to the Advisory Group reference policies, implementation scope, and success metrics based on two climate-resilient pathways for state-level activities in infrastructure/services procurement and loan issuance.

BLACKROCK | Investor & Strategist San Francisco, CA
Largest asset manager in the world, $7T assets under management, $12B in annual revenue
Quant Portfolio Manager, Hedge Funds & Sustainable Strategies (led by Dr. Andrew Ang and Brian Deese) 2019 - 2020

- Managed $15B macro hedge funds and $1B Low Carbon Transition equity fund in 16-person global investment team.
- Traded $120B in model-driven, public market exposure last year in derivatives (commodities, bonds, swaps) and stocks.
- Designed first suite of systematic equity investment analytics using Python, Tableau, and enterprise software.
- Launched 3 new Low Carbon Transition mandates for US public pension, US public university and UK pension.
- Spearheaded China multi-asset fund launch with Product Leads, Singapore-based investors and China Country partners.

Product Strategist, Systematic Fixed Income (led by Tom Parker) 2015 - 2018

- Client-facing strategist representing 60-person investment team to serve 70+ global, institutional clients for $5B hedge fund.
- Executed $75M average sales/year by fundraising $1.5B in assets and pitching to 50+ investors with C-suite over 3 years
  - US Public Pension: Owned multi-month due diligence and account-saving pitch day with client CIO + 15 sr PMs.
  - Asian Private Bank: Closed highest revenue sale in 2015 by establishing BlackRock's relationship and due diligence.
- Served as editorial lead for CIO keynotes, webcasts, and quarterly research publications (consumed by 250+ clients).

LEADERSHIP & SERVICE

Mentor, Sapere Aude Consortium Non-Profit, 10-week program for first gen college students on ESG research 2020-2021
Policy Researcher, Clean Energy for America (Issues: ESG Guidelines, Tech Innovation Transfers) 2020
Chair, BlackRock San Francisco Associate Network (270-Membership) & Memorial Sloan Kettering Fundraiser 2016 - 2020

- Programming: R, Tableau | Investment Licenses: Passed CFA Level II, FINRA Series 7 and 63.
- Fluent in English, Mandarin & Cantonese. Triathlete & ultrarunner, future of climate tech, foodie, www.melissazhang.blog

Evgeniy Zhdanov

Linkedin / ezhdanov@stanford.edu

HIGHLIGHTS

AdTech entrepreneur with the background in management consulting and construction
CEO at Aidata.me, Russia's leader in data management platform implementation and third-party data supply
Partner at Aitarget.com, AI-powered solution for digital advertisers
Investor in 12 startups (seed and pre-seed investments in companies mostly in AdTech sector)
Consultant in construction projects and in raising capital for startups

EXPERIENCE

Aidata.me (www.aidata.me - Data Management Platform). ***CEO*** **Moscow, Russia**
Aitarget.com (www.aitarget.com **-** AdTech SAAS platform). ***Partner*** 2016 – 2021

- Launched first-on-the-market data management platform that has been growing 130% every year (CAGR);
- Set up R&D department, which led to the launch of 3 new ventures;
- Increased the number of clients from ~20 to ~3000. Aitarget - company ranked #90 in Inc.com 5000 Europe fastest-growing companies with current annual revenue of >$150 mln;
- Achieved status of Facebook Marketing Partner and Google Certified Partner;
- Grew the team of Aidata and Aitarget to 120+ members.

Style-1 (www.style-1.ru) **Moscow, Russia**
Construction company focused on Department of Defense contracts of building, repairing and restoring army facilities

Chief Operations Officer Feb 2014 – Mar 2016

- Conducted management team renewal and project management implementation, increasing the capacity of simultaneously running projects from 3 to 24 in 4 different regions of Russia;
- Won and managed the successful execution of 9 contracts with a total value of $83M;
- Demonstrated ~650% annual revenue growth (CAGR);
- The maximum amount of direct and indirect subordinates totaled ~400.

PwC **Moscow, Russia**
Consultant Mar 2013 – Jun 2014

- Delivered 5+ optimization projects for major telco companies in Russia and Kazakhstan;
- Led administrative, HR, finance, procurement functions' optimization project in all regional divisions for Kazakhtelecom, the leading fixed-line telco provider in Kazakhstan;
- Led technical processes' optimization across all regional branches of MTS, top 3 telco company in Russia.

Accenture **Moscow, Russia**
Senior Consultant Sep 2010 – Mar 2013

- Delivered 6 projects including manufacturing processes establishment for a top multinational producer of network equipment, market entry strategy development for a telecom company, shared services center establishment for a nuclear holding, cost optimization for Russian top3 bank etc.

EDUCATION

Stanford University Graduate School of Business **Stanford, USA**
Master of Science in Management for Experienced Professionals 2021 – present

Higher School of Economics / University of Leeds (joint degree) **Moscow, Russia / Leeds, UK**
Master in Management from University of Leeds 2009 – 2010

- Among top 5 students in Accounting for Managers and Quantitative
- Runner-up in TheBigBusinessChallenge
- The organizer of leisure events including get-togethers and parties

Master in Project Management from Higher School of Economics 2008 – 2010

- GPA 4.0 out of 4.0 for courses studied in Russia
- Elected as Head of the student group

Moscow State University **Moscow, Russia**
Bachelor of Economics 2004 – 2008

- GPA 4.4 of 5.0
- Basketball team captain; student Committee Officer responsible for student leisure

ADDITIONAL INFORMATION

- **Languages**: Russian (native), English (fluent)
- **Volunteer and Social activities:** Founder of *Lectures for Friends*, a series of over 50 social and intellectual events; member of *Allies* and *Money* business clubs; donor at *Tomorrow as a Gift* charity
- **Hobbies**: football, basketball, meditation

Jonah X. Zheng

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022
- Member of Consumer & Retail, Product, Tech, and Entrepreneurship Clubs
- Building a company to help pro athletes transition out of their sport after retiring with *Startup Garage*

UNIVERSITY OF CALIFORNIA, LOS ANGELES Los Angeles, CA
Bachelor of Arts, Economics 2015
- Club Golf Team (2012-15)

Experience

BOTHA-CHAN SUMMER ENTREPRENEUR Palo Alto, CA
Chip – Co-Founder 2021
- Funded by the Stanford GSB Botha-Chan Entrepreneurship program, a selective 8-week program allowing students to explore and validate their venture ideas
- Co-founded *Chip*, a tool to help remote teams collaborate more spontaneously and effectively through audio-centric communication
- Conducted 30+ customer interviews and ran surveys via AWS to learn pain points and inform product design
- Designed product in Figma and developed initial prototype with no-code platform Bubble

NIKE, INC. Beaverton, OR
Digital Growth – Growth Product Manager 2018 - 2020
- Led team of 7 engineers and designers as Product Manager through feature development of core app experience improvements for Nike's Running App, reaching ~3 million weekly active users
- Oversaw the go-to-market workstream in support of launching the Nike App in 13 new countries, working cross-functionally across a global team; app revenue beat forecasts by 50%+ in first half of year
- Coached the Nike App operating team in Amsterdam to deepen app commerce skills, such as acquiring, retaining, and converting users to purchase products within the app
- Implemented enterprise-wide App Store Optimization (ASO) best practices for Nike's digital products, driving 25% improvement to app store impressions and 12% increase in downloads for the Nike App in North America
- Developed Nike's Growth Model (active user, revenue forecasts for Nike's digital products) and aligned global stakeholders to evolve how the business was measured; implemented model in North America operations

Corporate Strategy – Sr. Analyst (former Analyst, promoted early in June 2018) 2017 - 2018
- Analyzed North America consumer preferences and density of store locations to optimize physical store footprint and identify revenue recapture opportunities from potential retail store closures
- Benchmarked competitors and prioritized 20 operational capabilities needed to stand-up Express Lane, Nike's fast-manufacturing business that aims to cut product time-to-market down to a few weeks
- Conducted 15+ consumer interviews and analyzed 2 years of consumer feedback data to validate Nike's Consumer Direct enterprise strategy; summarized insights for the CEO to present to the Board of Directors

DELOITTE CONSULTING Los Angeles, CA
Strategy & Operations – Business Analyst 2015 - 2017
- Earned promotion to Consultant in May 2017 based on top project performance ratings and year-end reviews
- Deployed on a variety of projects, including M&A strategy, commercial due diligence, and corporate strategy
- Led new hire onboarding and training for incoming class of 20 analysts across all West Coast offices and served as the Los Angeles Training and Development lead for Business Analysts and Consultants (2016-2017)

Additional

- Mentorship: Stanford GSB (2020-present), UCLA Alumni (2018-present) – mentor and provide personal and career advice to students
- First Tee of Greater Portland (2017-2020): coach youth in golf and instill core values
- Personal Interests: Sports (especially Golf, Basketball, Surfing, Snowboarding), Dogs, Coffee, Traveling

STEPHANIE M. ZHOU

100 W 31st St, Apt #33E, New York, NY 10001 ▪ (732) 804-2708 ▪ stephmzhou@gmail.com

EDUCATION

Stanford University Graduate School of Business | Stanford, CA **August 2020-Present**

Georgetown University, Edmund A. Walsh School of Foreign Service | Washington, DC **Sept 2011-May 2015**

Bachelor of Science in Foreign Service, Magna Cum Laude, with Honors in the Major (GPA: 3.70 / SAT: 2350)

- **Major**: Science, Technology, and International Affairs – Concentrations in Security Studies and Computer Science
- **Honors Thesis**: "Growing Pains – The Global Hawk UAS and Disruptive Innovation in the US Armed Forces"
- **Internships**: White House Office of Science & Tech Policy, State Department, Smithsonian Endowment, House of Representatives

PROFESSIONAL EXPERIENCE

Gympass | New York, NY

Director of Corporate Development **July 2019-July 2020**

Youngest Director hire at a $1 billion startup with 1,000+ employees in 14 countries, that raised $400 million in funding from SoftBank, General Atlantic, and Atomico. Global marketplace connecting employees to a network of 50,000+ gyms via their employers

- Identified, analyzed, and executed on organic and M&A-driven transformational growth opportunities, including consolidation, international expansion, product improvements, talent acquisition, and new business unit formation
- Assessed international expansion opportunities in China, India, Colombia, and Austria, organizing in-country client/partner visits
- Formulated the company's first-ever comprehensive growth strategy and M&A framework and presented it to the CEO, helping to expand Corporate Development's portfolio of responsibilities to include organic growth strategy formation
- Successfully lobbied to accelerate investment into Gympass' digital app marketplace strategy, including dedicated management and product headcount and a $1 million initial budget, and subsequently wrote the launch strategy and initial business plan

Selected Transaction Experience

- Acqui-hire of Flaner, a Lisbon-based artificial intelligence startup (*closed*)
- Transformative merger with a marketplace for fitness services (*terminated*)
  - Collaborated with Gympass CEO, CFO, and SVP Strategy to formulate M&A thesis, build merger model, and evaluate synergies
  - Prepared discussion materials and presented competitive scenarios to board members, including SoftBank and General Atlantic

Apax Partners | New York, NY **July 2017-June 2019**

Growth Equity Associate, Apax Digital

One of 17 investment professionals on the founding team of Apax Digital, a $1.1 billion technology-focused growth equity fund

- Performed in-depth due diligence on investment opportunities, coordinating third party commercial, financial and legal advisors; wrote surveys, led expert calls, and prepared analyses on market trends, competition, value creation opportunities, and risks
- Sourced potential investment opportunities by reaching out to C-suite executives, resulting in 500+ interactions. Carried out theme-driven deep dives in collaboration with senior investment professionals; specialized in healthcare and consumer wellness

Selected Transaction Experience

- Minority growth investment (lead) in SoYoung (NASDAQ: SY), China's leading marketplace for aesthetic treatments (*closed*)
  - Coordinated with the China team on diligence, including a bottoms-up sizing study on the Chinese cosmetic treatment market
  - Constructed detailed operating model and prepared 100-page Investment Committee deck, gathering evidence for thesis and risks
- Majority buyout of a provider of Medicaid home care management software for agencies and health plans (*terminated*)
  - Launched third party advisor diligence, including three separate market and regulatory diligence workstreams
  - Produced Investment Committee deck, presenting on the market and company value proposition during Committee discussion

Goldman, Sachs & Co. | New York, NY **July 2015-April 2017**

Analyst, Private Equity Group (PEG) **Summer 2014**

- Took initiative to automate pipeline reporting workflow with VBA, reducing hours-long weekly process into a scripted action

Selected Transaction Experience

- $41 million direct investment in a provider of real estate and facilities management software (*closed*)
- $30 million direct investment in a provider of outsourced category management services to convenience stores (*closed*)

LEADERSHIP

Defense Entrepreneurs Forum (DEF) | Washington, DC / Remote

CFO | Director of Giving – Part Time/Volunteer **March 2019-Present | January 2018-March 2019**

- Manage the finances of a 501(c)(3) nonprofit dedicated to supporting innovation in national security; instituted the first budget and financial reporting processes, helping to reverse two years of declining revenue and add to cash reserves for the first time since 2015
- Spearheaded revenue optimization and cost re-evaluation initiatives, resulting in 240% revenue growth / 315% growth in assets
- Developed and orchestrated first-ever fundraising strategy, facilitating 10 sponsorships equal to 120% of total 2017 revenue

Interests: Health/wellness, fitness (NASM Certified Personal Trainer), defense innovation, hiking (4 active volcanoes to date)

JOANNA ZHU

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EDUCATION

STANFORD UNIVERSITY — **PALO ALTO, CA**

2020-2022 MBA - Masters of Business Administration at Graduate School of Business
2020-2022 M.Ed. - Master of Education at Graduate School of Education

UNIVERSITY OF BRITISH COLUMBIA — **VANCOUVER, BC**

2011-2015 Honours Bachelor of Business and Computer Science, magna cum laude (ranked top 10%)
Awarded full-ride, merit-based major entrance scholarship (Shad Valley) & Presidential Scholar Award

Spring 2014 **TSINGHUA UNIVERSITY** — **BEIJING, CHINA**
Academic Exchange Semester – Engineering Fellowship (Economics and Computer Science)

Winter 2020 **Y COMBINATOR** — **MOUNTAIN VIEW, CA**

EXPERIENCE

NORWEST VENTURE PARTNERS — **PALO ALTO, CA**

Summer 2021 **Investor**

- Investing in consumer technology companies that brings ease and delight to the everyday consumer. Focus on future of food, transportation, education, and creator economy. Sourced for Series A-C investments in Afresh, ShelfEngine, Apeel, All Day Kitchens

2020-2021 **CAMEO**
Product Growth / Kleiner Perkins Product Fellow — **PALO ALTO, CA**

- Part-Timing during MBA as a Kleiner Perkins Product Fellow (https://fellows.kleinerperkins.com/meet-the-fellows/2021/product)
- Cameo's 5th Product Hire (PM Lead for Recipient Experience Team: Demand Growth, Purchase Conversion, Signups, Recipient UX)

GGV CAPITAL
Summer 2020 **Portfolio Advisor & Fellow** — **MOUNTAIN VIEW, CA**

- Evaluated and executed investments across consumer, marketplace, edtech, fintech, and retail for GGVC's $6.2B growth platform
- Spearheaded portfolio company (Vedantu- series D): go-to-market & new user acquisition channels through US launch

2019-2020 **STRYVE (YC W20)**
Co-Founder & CEO — **SAN FRANCISCO, CA**

- Backed by Y Combinator: stryve.io helps companies automate blind resume screen, replace phone & video screen with short form video, and reference-check at scale. Team: 2 Founders. Download Android: bit.ly/stryve-android, iOS: stryve.io

2019-Current **CHEMISTRY CAPITAL SYNDICATE**
Angel Investor (https://chemistry.capital)

- We are a team of 5 Silicon Valley female operators & entrepreneurs who value bold ideas and products and invest on behalf a syndicate of 250+ female operators. We invest in pre-seed/seed, and advise founders on product, fundraising & GTM strategy

2018-2019 **DOORDASH TECHNOLOGIES**
Product Lead – New Verticals (Grocery & Retail) — **SAN FRANCISCO, CA**

- As head of product for everything "non-food", I helped grow my vertical from 8 to 60 people team: owned hiring, promotion, and compensation of Product and Engineering teams; oversaw 8 FTEs including Engineering Manager
- Oversaw launch and entry into new verticals like grocery, retail, and dark stores by leveraging existing infrastructure to build white-label dispatch optimization, pricing models, and delivery-as-a-service platform for Fortune 500 companies
- Presented alongside COO & CBO on 50+ meetings with highest priority merchants including Walmart, Albertsons, Macy's, 1-800-Flowers
- Created and owned product vision, roadmap, and quarterly goals. Grew weekly volume from 400 deliveries/week to 650,000 deliveries/week in a year by working directly with the C-suite team on GTM & market opportunity prioritization

2015-2018 **UBER TECHNOLOGIES** — **SAN FRANCISCO, CA**

Product Manager – Driver Incentives & Pricing

- Led Uber's 12 person Marketplace Driver Incentives Team to set, and accelerate a unified global go-to-market vision
- Conducted 100+ user interviews with Uber drivers and captained voice of driver experience vertical that fed into 2019 IPO strategy
- Built a global platform that enhances our driver experience via on-demand pricing and real-time supply optimization through advanced economics modelling that increased driver supply hours by 7% while maintain same incentive budget

Product Operations Manager – Driver Incentives

- Cross-functionally managing 20 Regional Leads and a team of data scientists and engineers to identify business and user requirements to design, build, test, deploy a machine-learned based cohorting model and pricing algorithm to set personalized incentives for drivers that efficiently grows trips and balances the marketplace across all 750+ Uber cities

Regional Operations Manager – US & Canada

- Designed A/B experiments to test top-to-bottom executions of product campaigns and user process changes leading to successful roll-outs of U4B, Airport Surge, Pre-scheduling, and centralizing Fraud metrics across 250+ cities in NorthAm Region
- Created fraud identification automation script that evaluated 40+ fraud vectors and scaled process across all 200+ cities in US& Canada that drove +$200M in regional contribution whilst hitting +23% incremental first trips growth

2015-2015 **ACCENTURE STRATEGY** — **TORONTO, ON**
Analyst – Strategy & Analytics

- NorthAm Telecom Consumer Analytics: Created comprehensive segmentation model analysing 7M+ consumers' usage patterns resulting in a 18% decrease in content costs through better understanding of key metrics of certain consumers

COMMUNITY

INITIATIVES I CARE ABOUT & NON-PROFITS

2021-Current Co-President, Stanford Entrepreneurship Club (E-Club), Committee Member on GSB Women's Circles
2016-Current AnitaB.Org Mentor and Speaker – Organizations I've volunteered at: Grace Hopper, Systers, GirlsWhoCode
2011-2015 Offense Roster (Wide Receiver) – UBC Women's Ultimate Frisbee Team & U19 Canadian National Ultimate Frisbee Team

CHLOE SHENGCHU ZHU

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PROFESSIONAL EXPERIENCE

Sirius Capital, Hong Kong 10.2020 – 5.2021
Senior Research Analyst

- Responsible for all private investments in public companies; monitor portfolio performance; train investment analysts

Huatai Financial Holdings, Hong Kong 2015 – 6.2020
Director, Structured Finance & Principal Investment Team

- One of the two founding members since the inception of the team; Sourced and executed 20 private credit investments with total capital deployment size of US$450 million (assume no recycles) in form of leveraged loans, direct lending, mezzanine and special situations
- Lead origination, sourcing, execution, portfolio management and exit; lead and supervise entire internal investment approval process; manage relationships with external parties including legal counsels, co-investors, valuers, bankers, brokers and advisors; maintain relationships with sponsors, key industry players and experts
- Create a portfolio of 14 fully exited investments and 10 existing investments with a fully realized IRR of over 17% from 2015 to 2019; Won Asia Pacific Lender of the Year Award by Private Debt Investor (PDI) for 2018 and 2019, the first time such awards went to an investment platform backed by a Chinese institution

Notable transactions:

- $50m mezzanine loan to a landmark multi-purpose commercial project in central Taipei (value-add)
- $30m leveraged loan to a sponsor consortium for acquisition of a commercial building in HK (core)
- $68m mezzanine loan to a prime multi-purpose real estate project in Seoul, South Korea (value-add)
- $400m dividend recap for a PRC major developer on a prime commercial building in HK (core)
- $170m leveraged loan refinancing to a sponsor for its global packaging container company
- $70m leveraged loan (mezzanine) for a sponsor buyout of an education company in China
- $105m leverage loan (mezzanine) for a sponsor buyout of a main HK telecom company

TPG Capital Ltd., Hong Kong 2011 – 2014
Senior Associate, Buyout Team

- Responsible for valuation and portfolio management for TPG Asia V with a focus on China; Facilitate deal execution; Facilitate fund due diligence process to discuss strategy, investment themes, and return prospects at both fund and investment-level

Notable transactions:

- $120m leveraged buyout of a cosmetic packaging company based in China

Morgan Stanley Private Equity Asia, Hong Kong 2009 – 2011
Associate, Investment Team

- Responsible for the investment execution process, including: screening, due diligence, analysis; Manage third party industry experts, legal counsel, consultants, accounting firms and investment banks

Notable transactions:

- $60m private equity investment in a private flooring company in China
- $80m private equity investment in a national agriculture company in China

Lehman Brothers, New York & London 2006 – 2008
Analyst, Investment Banking, Global Tech Mergers &Acquisition (top 5% in class)

- Perform financial modeling and valuation analysis for M&A, LBO and IPO

Notable transactions:

- US$5bn acquisition of Cognos by IBM, Nov 2007

EDUCATION

Smith College, US B.A. *Cum Laude,* graduated in May 2006, Major in Economics and minor in History
Oxford University (St Catherine's College), UK Junior Year Study Abroad Program 2004-2005

ADDITIONAL INFORMATION

Fluency in Mandarin, Cantonese, Shanghainese and English │ *CAIA Level II candidate*

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Thompson Zhuang

Objective

To become a surgeon in a hospital leadership role, directing system-wide initiatives to improve access to care and deliver high-quality care to socioeconomically-disadvantaged populations.

Experience

9/2017 – 5/2019 Cardinal Free Clinics Stanford, CA

Co-Coordinator of Musculoskeletal Free Clinic

- Supervised clinic flow, coordinating interactions between 2-3 physicians, 2-3 volunteers, and 5-6 patients per clinic day
- Obtained and maintained clinical supplies (e.g. steroid injections), scheduled patients for clinic, and recruited volunteers
- Improved quality of volunteer training by leading skills workshop as part of team
- Recognized for excellence in annual volunteer spotlight

6/2016 – 8/2017 Princeton University Department of Chemistry Princeton, NJ

Research Assistant

- Discovered new, patented method for carbon-nitrogen bond formation to generate pharmaceutically-useful products
- Led project to study catalytic conversion of methane to methanol in collaboration with U.S. Department of Energy
- Supervised undergraduate student in developing technical laboratory proficiency and scientific research skills

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9/2014 – 5/2016 McGraw Center for Teaching & Learning at Princeton Princeton, NJ

Head General Chemistry Tutor

- Taught introductory-level chemistry and economics in a small group setting to undergraduate students
- Supervised chemistry tutors, responsible for training new tutors and organizing and leading regular meetings
- Led efforts to improve quality of instruction by regularly soliciting and acting upon student and tutor feedback (e.g. held didactic sessions for tutors as refreshers on key difficult topics)

Education

9/2017 – current Stanford University School of Medicine Stanford, CA

M.D. (expected) with Scholarly Concentration in Health Services and Policy Research

9/2012 – 6/2016 Princeton University Princeton, NJ

B.A. in Chemistry, *summa cum laude*

- Malcolm H. Chisholm Inorganic Chemistry Prize for best inorganic thesis
- Sigma Xi Scientific Research Honor Society

Selected Publications

- Hand Surgery Quality Consortium. Quality Measures to Reduce Opioid Use After Common Soft Tissue Hand and Wrist Procedures. *J Hand Surg Am.* **2020**. (In Press)
- **Zhuang, T.**; Eppler, S.; Shapiro, L.; Roe, A.; Yao, J.; Kamal, R. Financial Distress is Associated with Delay in Seeking Care for Hand Conditions. *HAND*. **2019**.
- **Zhuang, T.**; Eppler, S.; Kamal, R. Variations in Utilization of Carpal Tunnel Release Among Medicaid Beneficiaries. *J Hand Surg Am.* **2018**, *44* (3), 192-200.
- For others, please see: https://scholar.google.com/citations?user=dECh91UAAAAJ&hl=en&oi=ao

ZHUO GANGWEI

PROFESSIONAL EXPERIENCE

Ministry of Finance — Singapore
Deputy Director, Fiscal Planning and Research, Fiscal Policy Directorate — Jun 2017 – Present

- Led a team of 10 responsible for formulating Singapore's fiscal policy and strategy.
- Planned and coordinated an unprecedented set of five fiscal stimulus packages in 2020, totalling about S$100 billion, to support Singapore's economy and the government's response to COVID-19.
- Planned Singapore's national budgets from 2018-2020. Work involved macroeconomic analysis, evaluating and balancing national spending priorities, planning for revenue moves including a major consumption tax hike, and consulting a wide range of ministries and decision-makers including Singapore's President, Prime Minister and Cabinet Ministers.
- Lead speechwriter for major Budget speeches by the Deputy Prime Minister and Minister for Finance in 2018 and 2020.
- Represented the Ministry of Finance at a government taskforce on Singapore's COVID-19 response, and led a team involving 11 agencies to establish policies on subsidies for COVID-19 testing and quarantine accommodations.
- Led a key inter-departmental review on Singapore's framework for allocating fiscal resources, to enhance fiscal sustainability, enable more effective resourcing for cross-cutting priorities, and improve responsiveness to emerging needs.
- Conceptualised and spearheaded the establishment of the "Opportunities Network", an inter-agency platform to monitor trends in social inequality and mobility in Singapore and formulate whole-of-government policy responses.
- Conceptualised and ran annual senior management retreats to set the Ministry's strategic direction and work plans.

Ministry of Education — Singapore
Deputy Director, Academic Research Division — Mar 2014 – May 2017

- Appointed to Singapore's Administrative Service, which is designed to groom Singapore's public service leaders.
- Led a team of 10 responsible for advancing research, innovation and enterprise at Singapore's institutes of higher learning.
- Spearheaded the establishment of the Social Science Research Council of Singapore, which serves as a focal point for efforts to strengthen social science and humanities research in Singapore.
- Planned academic research funding programmes worth a total of about $1.5 billion as part of Singapore's Research, Innovation and Enterprise 2020 Masterplan. Enhanced funding frameworks and designed a $250 million programme to support technology transfer and commercialisation at the institutes of higher learning.
- Worked with economic agencies and universities to conceptualise the Global Innovation Alliance, a network of Singapore and overseas partners in major innovation hubs and key demand markets, with a focus on technology and innovation.
- Organised a working delegation to the Chinese Academic of Sciences (CAS) in Beijing to initiate discussions that led to a 2017 Memorandum of Understanding to promote innovation, entrepreneurship, and the growth of science and technology between Singapore universities and their counterpart institutions under the CAS.
- Developed the Singapore Teaching and Academic Research Talent scheme to groom a pipeline of Singaporean academics.

Ministry of Foreign Affairs — Yangon, Myanmar
First Secretary (Political), Embassy of the Republic of Singapore, Yangon — Sep 2012 – Mar 2014

- Advanced Singapore's bilateral relations with Myanmar at a time of Myanmar's historic re-opening and reform.
- Oversaw the planning and execution of several high-level bilateral visits including those of Singapore President Dr Tony Tan, former Singapore Prime Minister Mr Goh Chok Tong, and Daw Aung San Suu Kyi.
- Enhanced bilateral technical cooperation in financial regulation, legal reform, and vocational education and training, including early-stage efforts to set up the Singapore-Myanmar Vocational Training Institute, a landmark bilateral project.

Ministry of Foreign Affairs — Singapore
Country Officer, Malaysia and Brunei Branch — Jul 2010 – Sep 2012

- Part of the team that implemented the Malaysia-Singapore Points of Agreement of 1990, which led to the historic resolution of a long-standing bilateral issue over Malayan railway land in Singapore.
- Oversaw the planning and execution of the 2012 Singapore-Malaysia Leaders' Retreat between Singapore Prime Minister Lee Hsien Loong and Malaysian Prime Minister Dato' Sri Mohd Najib Tun Razak.
- Handled key bilateral issues including the Singapore-Malaysia Water Agreements and economic cooperation in the Iskandar Malaysia special economic zone.

EDUCATION

Fudan University — China
Fudan Executive Programme on Public Administration — 2019

Stanford University — USA
Master of Arts in East Asian Studies, Cumulative GPA: 4.052 — 2009 – 2010

London School of Economics — UK
Bachelor of Science in Philosophy and Economics, First Class (Honours) — 2006 – 2009

Winner of the Andrea Mannu Prize for Best Overall Performance by a Philosophy Undergraduate Student
Member of the Executive Committee of the Grimshaw International Relations Club

OTHER ACTIVITIES AND ACHIEVEMENTS

Captain (National Service) in Singapore Armed Forces
Deputy Training and Operations Officer, 56th Singapore Armoured Brigade
Top 3 National Servicemen graduates in 2019 Battalion Tactics Course
Awarded Chief of Armour's Coin and Letter of Commendation as top performer in Brigade Headquarters in 2019

Ahmed Zifzaf

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

- Co-President of Middle East North Africa Club, CFO of the Africa Business Club, & VP of the Fintech Club
- Team project: CMO, One Travel, designing an online platform that integrates flight and ridesharing bookings
- Team project*:* Product lead, Brandable.ai, automating the creation of media ads using the latest AI techniques

THE UNIVERSITY OF TEXAS AT AUSTIN Austin, TX
Bachelor of Arts, Special Honors in Economics 2011-2015

- 3.73 GPA, Phi Beta Kappa, University Honors, Departmental Honors, Congressman Bill Archer Fellow
- Honors thesis: The Impact of Regulatory Enforcement on Corporate Political Strategy, a Case Study on the Tech Industry from 1994 to 2015; awarded a silver medallion and recognized for achievement at graduation
- Internships: Apple, Goldman Sachs, Woodrow Wilson Center for International Scholars, Yahoo!

Work Experience

TRACTABLE AI New York City, NY
Series C scale-up, CB Insights AI 100, Insurance Post #5 Global Insurtech; AI for Accident and Disaster Recovery
Marketing Lead 2017-2020

- Hired as the 2nd U.S. business employee, reporting to the CEO, and one the first 35 globally (130+ today)
- Led North America Marketing and PR functions and supervised a full-time business analyst and intern
- Developed marketing strategy and managed ~$195K budget to lead event marketing efforts at trade shows, execute social media and email marketing campaigns, develop video and written content, host webinars, and run SEO diagnostics, resulting in an 8x ROI on marketing spend, 2x improvement in lead generation, 15% increase in SEO performance, and a 100% increase in LinkedIn followers within 1 year
- Established trade press PR strategy; developed strong relationships with top journalists through networking at conferences and compelling cold outreach, which led to regular features in top press outlets and earning recognition as one of the top 100 global InsurTech companies by FinTech Global (Top InsurTech outlet)
- Partnered with Reuters to host a thought leadership webinar that featured 3 C-suite executives from large U.S. insurers, generating 5x the sales leads of any other initiative in company history
- Led partnership strategy efforts by performing due diligence on 40+ companies, leading to the acquisition of 4 partnerships in 6 months including a Fortune 300 company, fulfilling core needs and improving brand equity

MCKINSEY & COMPANY Dubai, U.A.E.
Business Analyst 2015-2017

- Created a financial real estate model to forecast the financial feasibility of a $XXB+ venture and improved projected profitability from 8% to 25% by leveraging land use optimization insights and regional benchmarks
- Directed the HR, finance, and operations divisions integration in a post-merger of two multinational banks; identified synergies and developed strategic plan to achieve 16% in cost-savings within 3 years
- Managed 2 research analysts for 5 months in a trade strategy project and delivered comprehensive economic analysis reports on 9 different countries to serve as ministerial briefs for a trade minister and negotiators
- Developed a 16-sector labor model of a G20 country to simulate the economic impact of new technology trends and designed a 5-year strategic policy plan to ensure a minimum employment rate across the country

Additional information

- Advanced Excel financial modeling and PowerPoint, proficient in Tableau and R
- Lived and traveled to 60+ countries in Europe, Africa, Asia, and North and South America
- Enjoy biographies of notable leaders, Renaissance history, Liverpool F.C., skiing, and multi-country road trips

ANNA ZIMMERMAN

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration Candidate 2022

CLAREMONT MCKENNA COLLEGE Claremont, CA
Bachelor of Arts, Economics and Chemistry (honors), cum laude 2017

- Awards: Dean's List (top 15% GPA); Robert Day Scholar (highly selective leadership scholarship); Outstanding Economic Statistics Project (one of 30 teams); Omicron Delta Epsilon (economics honor society)
- Activities: SOURCE Nonprofit Consulting (Managing Lead); Claremont McKenna College Office of Admission (Senior Interviewer, Student Director of Campus Tours, Student Director of Guest Relations); Claremont McKenna College Board of Trustees Committee on Student Affairs (Student Representative)

Experience

BOSTON CONSULTING GROUP San Francisco, CA
Consultant 2019-2020

- Articulated investment strategies for multiple $100M+ strategic domains; synthesized expert opinions, coordinated stakeholder convenings, executed guiding analyses (global health and development foundation)
- Synthesized and refined recommendations for medium- to long-term economic and community recovery in Silicon Valley post-Covid-19, helping coordinate efforts of Roundtable of 60 business and philanthropy leaders
- Supported Covid-19 recovery efforts for major US city, developing operations handbooks and resources distributed to small businesses to support immediate re-opening effort (major US city)
- Selected for the Social Impact Immersion Program, wherein global top performers focus on social impact work

Associate 2017-2019

- Ran weekly sprint meetings of BCG-client team of 30+ stakeholders to replace a digital marketing platform; foundational requirement for projected $70M in incremental revenue from digital marketing initiatives ($25B consumer retail company)
- Gained buy-in and synthesized input from VP+ to develop methodology and framework for comprehensive R&D portfolio review, resulting in first-ever portfolio prioritization ($20B biopharmaceutical company)
- Synthesized findings from 30+ interviews and facilitated five focus groups to diagnose and propose interventions for R&D culture challenges; presented results to SVP+ to gain alignment and frame path forward ($20B biopharmaceutical company)
- Spearheaded a volunteer partnership with a local elementary school; nominated for the SF Education Fund's Distinguished Service Award
- Won the Unlocking Potential Award for exceptional apprenticeship and service to others for the San Francisco Associate cohort (selected from pool of ~35), and a People Contribution Award for office contributions

PFIZER & KECK GRADUATE INSTITUTE New York, NY & Claremont, CA
As a capstone undergraduate thesis project, worked with a team of graduate students from the Keck Graduate Institute to complete a consulting project for Pfizer
Team Master's Project Member 2016-2017

- Developed framework and training program for Principal Investigators to increase diversity in clinical trials; presented to VP+; currently used in Pfizer investigator meetings for new clinical trials
- Conducted research with experts, community leaders to develop outreach tool for underserved communities

Additional

- Volunteering: SF Education Fund, BCG Corporate Liaison (2018-2020); Claremont Colleges Against Cancer, Relay for Life Logistics Chair (2015-2016); Oakmont Elementary School, Classroom Volunteer (2014-2017)
- Technology: Excel, Alteryx, Tableau, STATA
- Interests: Classical piano, SoulCycle, California Cabernet Sauvignon and Washington Riesling

Nate Zupan

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EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS, Stanford, CA, U.S.A. *August 2020 – Present*

Master of Business Administration Candidate; Class of 2022

- Co-President of Finance & Investments Club; Vice President of Private Equity Club

DARTMOUTH COLLEGE, Hanover, NH, U.S.A. *September 2010 – June 2014*

B.A., Magna Cum Laude, Double Major in Mathematics with High Honors and in Economics – GPA 3.83/4.00

- General Honors: Awarded James O. Freedman Presidential Scholar title at graduation (Tuck School of Business), Sigma Xi Scientific Research Honors Society Inductee; Winter 2013 Academic All-Ivy award; Christopher G. Reed Science award
- Varsity Swimming: Team captain; 2x All-American; Slovenian national record holder; 4x Ivy League record holder; 9x Dartmouth College record holder; Best Career Ivy League award winner; 8x Ivy League Champion; 2013 Dartmouth Athlete of the Year
- Mathematics: Published co-author and featured conference speaker - published a paper on non-autonomous modeling of Human African trypanosomiasis (sleeping sickness) and presented the findings at select international Mathematics symposiums
- Executive member of Inter-Fraternity Council, Member of Psi Upsilon fraternity; Academic tutor

PROFESSIONAL WORK EXPERIENCE

GRIDSPACE, San Francisco, U.S.A *June 2021 – Present*

Chief of Staff (summer internship)

- Gridspace is a leading provider of AI software solutions focused on real-time voice observability and virtual agents
- Hired as the Company's first business hire; led the first institutional equity raise round; developed a commercial and GTM strategy for the business; and spearheaded a migration of the business to a suite of ERP, CRM, and HR software platforms

WARBURG PINCUS, London, U.K. *June 2017 – July 2020*

Private Equity Associate

- *Deal Origination and Execution: Identify, evaluate, and execute on new investment opportunities*
  - Manage large teams of financial, commercial, and legal advisors to successfully execute transaction processes
  - Construct detailed operating and returns models and compose investment memoranda and presentations
  - Create focused investment theses through detailed commercial diligence and develop unique value creation strategies
- *Portfolio Management: Manage existing portfolio companies, supervise ongoing projects, and chair specific new initiatives*
  - Spearhead board meeting discussions and guide management teams with strategic initiatives and operational changes
  - Evaluate potential add-on acquisitions and preside over project teams on new organic and inorganic expansion projects
- *Team Build-Out: One of three founding members tasked with launching a new vertical focused on business services and industrial automation*

Selected Recent Transaction Experience and Impact:

- *Sole associate on investment (2017) in and exit (2019) of Accelya, the world's leading provider of airline software solutions*
  - Formulated and chaired an implementation plan that reverse-merged an existing portfolio company into Accelya, created the world's market leader in the space, and resulted in $27mm of synergies, 114%+ higher synergies than originally envisaged
  - Led an exit process, managed a team of over 50 advisers and consultants on the project, and successfully delivered the largest net capital gain profit for the European office ($405mm) since 2017
- *Sole associate on two-person investment deal team driving investment in McGill and Partners, a disruptive insurance broker venture*
  - Collaborated directly with Steve McGill (ex-CEO of Aon) and Dominic Casserley (ex-CEO of Willis) and assumed chief responsibility of business plan creation for a new venture; secured approval for a $250mm commitment from Warburg Pincus
  - Oversaw and led multiple workstreams and teams to launch the new start-up, which grew from 4 employees in May-19 to over 130 employees by Oct-19 and became one of the fastest growing businesses in the UK in 2019
- *Senior associate, serving as an acting vice president, on an investment in Gemini, a rapidly growing chain of retail pharmacies*
  - Developed a sustainable acquisition framework and mentored the management team on its use, resulting in a self-sufficient team that is now successfully acquiring over 30 small pharmacy businesses per year

DEUTSCHE BANK, London, U.K. *June 2015 – April 2017*

Leveraged Finance Group: Investment Banking Analyst (June 2015 – January 2017); Investment Banking Associate (January 2017 – May 2017)

- Performed extensive leveraged buyout, M&A, and valuation analyses; administered and arranged transaction processes with investors, lenders, and rating agencies; managed responsibility for successful underwriting and credit approvals on transactions
- Responsible for development of modelling practices for the entire junior analyst organization in London
- Directly promoted from analyst to associate as the top-ranked performer in the analyst class

Selected Transaction Experience and Impact:

- *Action BV:* Led an entire placement process for a €1.6bn loan, the largest tranche in European market history as of 2016
- *Securitas Direct:* Spearheaded the underwriting process for a €4.7bn leveraged buyout, the largest European transaction in 2015

DEUTSCHE BANK, New York, NY, U.S.A. *Summer 2013; June 2014 – June 2015*

Financial Sponsors Group: Investment Banking Intern (Summer 2013); Investment Banking Analyst (June 2014 – June 2015)

- Conducted the evaluation, structuring, negotiation, and financing of private equity transactions, as well as portfolio monitoring

PERSONAL & OTHER INFORMATION

Interests: Swimming, Cycling, Kitesurfing, Backpacking | Technology: Microsoft Office, MATLAB, C++, Stata, SolidWorks