

Contact

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Top Skills

Project Coordination
Optimization
Product Analysis

Andre Smith

Pioneering Emotional Wellness with AI | Founder of Chosn
Minneapolis, Minnesota, United States

Experience

Chosn App

Founder

2021 - Present (4 years)

As the Founder and CEO of Chosn, I am dedicated to revolutionizing the way individuals engage with their emotions through AI-driven journaling. At Chosn, we blend cutting-edge technology with personalized reflection tools to offer a unique and transformative journaling experience. Our platform empowers users with features such as interactive self-expression, AI emotion mapping, voice reflections, and visual diaries, all designed to enhance emotional growth and self-awareness.

With a mission to create a comprehensive behavioral health ecosystem, Chosn prioritizes mental health alongside physical wellness. We strive to foster a community where emotional exploration and personal development are at the forefront, supported by the latest advancements in AI technology.

Join us on this journey to unlock your emotional potential and discover the future of journaling. Together, we can transform how people perceive and engage with their emotional wellness.

proSapient

Client Success Associate

March 2020 - December 2020 (10 months)

Raleigh, North Carolina, United States

- Employed proprietary technology and platform to identify, recruit, and onboard experts globally, alongside other search methods like emailing, calling, our AI platform, and utilizing LinkedIn.
- Conducted testing and evaluation of the project management aggregator software, resulting in increased customer success, and triple-digit revenue growth followed by a \$10M series-A funding raise.
- Provided relationship management of Subject Matter Experts across various sectors and industries for PE, Hedge Funds, and Global Consultancy companies' research goals, resulting in a pool of over 100 experts available for client engagements.

Dauntless Discovery

Document Analyst

November 2018 - February 2020 (1 year 4 months)

Morrisville, North Carolina, United States

- Identified key information in relevant documents for ongoing litigation by conducting a thorough review of over 100,000 records, resulting in a top-tier accuracy rate and cost efficiencies.
- Utilized advanced e-Discovery software to review and analyze thousands of documents per week.
- Utilized data analysis techniques to identify patterns and trends within large document sets, and effectively communicate findings to the project managers and staff attorneys.

RetailData, LLC

Field Analyst

2012 - 2018 (6 years)

Raleigh-Durham, North Carolina Area

- Conducted comprehensive analysis of competitive market research mobile applications for large retailers, identifying key strengths and weaknesses to inform product development strategies.
- Performed a streamlined data collection process, maintaining the top 10% company-wide in collection time and data accuracy.
- Assisted in rapid response projects for a total of forty weeks in 2016, collecting market research data in various regions across the US and Canada for large retailers.

GXI Outdoor Power LLC

Operational Specialist

2014 - 2015 (1 year)

Clayton, NC

- Processed and managed commercial equipment orders from inception to accounts payable, ensuring accuracy and timely delivery to corporate customers including Lowes, Amazon, Home Depot, and Ace Hardware.
- Trained and supervised a team of 6 new hires on the proper use and implementation of all account management processes.
- Communicate with vendors daily to proactively identify and resolve order or billing discrepancies, resulting in a 20% decrease in customer complaints.

Town of Chapel Hill, NC

Inventory Control Specialist

2013 - 2014 (1 year)

Chapel Hill, NC

- Collaborated with cross-functional teams to develop and implement effective inventory control procedures, resulting in improved accuracy of inventory reporting, financial forecasting, and timely identification of potential budget variances.
- Inventory management for 70 vendor order fulfillment, ensuring inventory tracking and reducing backorders.

Imperial Products International Inc.

9 years

Managing Partner

2012 - 2014 (2 years)

Raleigh-Durham, North Carolina Area

- Negotiated and structured a purchase and licensing agreement for JaundX mortuary science intellectual property of \$2 million, ensuring favorable terms for the company.
- Developed a comprehensive business plan outlining the mortuary science brand launch in North and South America, and Asia markets, projecting \$75M annual revenue within 5 years.
- Negotiated outsourced service contracts for marketing, HR, product sourcing, and global manufacturing and distribution resulting in the due diligence process for a \$15M term sheet.

Business Analyst

2007 - 2012 (5 years)

Raleigh-Durham, North Carolina Area

- Collaborated with cross-functional teams to create detailed financial budgets, timelines, financial risk assessments, competitive risk assessments, go-to-market strategies, exit strategies, and other supporting exhibits.
- Facilitated the review and analysis of financial statements, market research reports, and business projections to support the loan offering of \$55 million for the construction of a chemical manufacturing factory and R&D facility in Dubai's Biotechnology and Research Park.
- Facilitated and coordinated the creation of comprehensive business plans, financial projections, and market analyses for venture capital proposals totaling \$37 million, for multiple go-to-market strategies for a mortuary science brand.

Product Strategist

2005 - 2007 (2 years)

Raleigh-Durham, North Carolina Area

- Developed and presented detailed business cases for biotechnology, chemicals, R&D software, and energy products, enabling the team to identify and prioritize opportunities with the highest growth potential. science line of products.
- Provided product development analysis, market analysis, and product evaluation for vaccine systems, blood cleaning systems, R&D software, residential power plants, and a documentary.
- Conducted market research and competitor analysis to identify key market trends and customer needs, resulting in a comprehensive business plan for the global launch of the mortuary science line of products, and an innovation gap in the \$10B embalming market.

Walgreens

Executive Assistant Manager

2003 - 2012 (9 years)

Miami-Dade County, Florida, United States

- Implemented new operational strategies based on revenue and expenditure KPIs analysis for 15 stores with an average of \$7 million in front-end sales and 30 employees.
- Analyzed store data to identify root causes of underperformance and developed action plans to address them, resulting in an improvement in sales revenue, employee productivity, or a decrease in employee turnover.
- Collaborated with cross-functional teams to identify and address potential challenges during store openings, resulting in a 40% reduction in time required for each store opening.

Education

University of North Carolina at Charlotte

Bachelor of Science - BS, Finance · (2000 - 2004)

East Carolina University

· (1999 - 2000)