

Stephen Carras

Current MBA Student, Customer-Centric Strategist With 10 Years of Driving Business Growth in a Startup Environment

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SUMMARY OF QUALIFICATIONS

Dedicated to Apple's core values of innovation, excellence, design thinking, creativity, and customer-centricity. Passionate strategist with a talent for leading teams in conducting comprehensive market analysis and translating insights into winning strategies. Proficient in fostering cross-functional collaboration, optimizing processes, and making data-driven decisions. Highly skilled in understanding and navigating industry trends and resource allocation, consistently making impactful strategic decisions.

CAREER HIGHLIGHTS

- Helped raise **\$1m** in seed capital at a **\$6m** valuation as the **7th** employee through development of an initial value proposition.
- Led a team of **4** analysts, conducted **7** large market research projects, delivered successful outcomes totaling **\$11m** revenue.
- Supported executive-level strategy, securing **\$119m** in funding, enabling development of EV wireless charging technologies.
- Achieved an **80%** idea adoption rate through exceptional storytelling tailored to diverse audiences including key executives.
- Business (**10** yrs) and cybersecurity (**2** yrs) providing a unique perspective when tackling business challenges.

TECHNICAL WORK EXPERIENCE

T-Mobile

Engineer, Cybersecurity - Risk Management

Snoqualmie, WA

Sep 2021 - Nov 2022

- Enhanced strategic decision-making by creating a vulnerability tracking dashboard, facilitating collaboration with **8** cross-functional engineering teams to pinpoint security risks.
- Coordinated with **4** security engineers to monitor resolution of **1,700** vulnerabilities, offering detailed reports to the Sr. Manager for biweekly VP level meetings featuring Power BI progress dashboards.
- Delivered presentations to promote internal cyber awareness to audiences of up to **600** live participants.
- Boosted efficiency by **10%** using AI-driven prompt engineering to streamline workflow for faster response times.
- Leveraged Excel and Power BI for data analysis, consistently tracking **10-25** new weekly vulnerabilities to identify macro trends and deliver actionable security recommendations contributing to the organization's overarching security strategy.

T-Mobile

Associate Engineer, Cybersecurity - Risk Management

Snoqualmie, WA

Sep 2020 - Sep 2021

- **4th** member of a newly created risk management team under CyberOps, partnering with **5** cross-functional teams delivering timely effective solutions and resolving complex problems.
- Created and meticulously maintained documentation for **3** critical processes, enhancing transparency, facilitating communication between **2** partner teams while managing access permissions on **2** SharePoint sites.
- Collaborated with an Agile development team, contributed to creating software products tracking **500** initial vulnerabilities and risks, ensuring product readiness and successful adoption by the risk management team.

BUSINESS WORK EXPERIENCE

Momentum Dynamics

Advisor, Growth Strategy

Remote

May 2018 - May 2021

- Held **30** minute biweekly calls with the CEO of an EV wireless charging company to provide consistent updates delivering valuable insights into external dynamics that impacted business operations.
- Provided strategic insights and recommendations for continued expansion into the EV bus market comprising **39%** of **600k** buses, leading to discussions with multiple municipal bus services laying the foundation for potential future partnerships.
- Performed in-depth trend analysis on EV van and truck adoption in a **400k** vehicle fleet (**1%** EVs), resulting in productive discussions with **4** potential delivery partners, perfectly aligning with the company's expansion goals.

Momentum Dynamics

Business Strategy Manager

Remote

Aug 2015 - May 2018

- Collaborated with executives, resulting in a **57%** EV charging site expansion increase, implemented strategic initiatives to drive revenue growth and foster partnerships with potential third-parties.
- Delivered over **30** reports (**2-5** pages) advising on technology adoption aligned with industry trends maximizing shareholder value.
- Authored **8** comprehensive reports (**5-10** pages) focusing on revenue generation, marketing, and a digital-first business model.
- Helped secure a total of **\$119m** at a **\$300m** valuation by developing impactful short and long-term strategies facilitating growth.

Momentum Dynamics

Program Manager, Business Strategy

Malvern, PA / Remote

Aug 2012 - Aug 2015

- Led a high-performing team of **4** analysts contributing to the company's valuation growth from **\$6m** to **\$70m** in **4.5** years by delivering impactful strategic EV research presentations to executives.
- Cultivated a highly collaborative environment, resulting in a **15%** team productivity increase and **10%** morale boost through effective team building during weekly standup meetings.
- Collaborated with engineering teams ensuring alignment with customer product specifications, resulting in **\$11m** US and European sales revenue with flawless product delivery record and high customer satisfaction.
- Developed a market entry strategy leading to successful wireless charger installations at **2** beta-test locations, later expanding to over **50** permanent locations worldwide.

- Led **30-45** minute weekly team standup meetings to optimize workflow and reduce project completion time by **6** hours resulting in increased executive decision-making efficiency.

UNIVERSITY LEADERSHIP ROLES

- Created a Slack channel for MBA students to network outside of class resulting in **59** of **147** students joining within the **1st** week.
- Set up a weekly Financial Accounting Study Group used by **6** fellow students.
- Led teams of **2** to **5** peers in **10** of **11** classes for my Masters in Cybersecurity, receiving **94%+** grades on all group assignments.

EDUCATION

The Pennsylvania State University Master's: Master of Business Administration (MBA) Double Certification in Supply Chain Management and Management Consulting GPA: 4.0/4.0	World Campus Expected Graduation 2025
The Pennsylvania State University Master's: Cybersecurity Concentration: Analytics and Operations GPA: 3.97/4.0	World Campus Graduated 2023
The Pennsylvania State University Bachelor of Science: Security and Risk Analysis (SRA) Concentration: Information and Cybersecurity	World Campus
The Pennsylvania State University Bachelor of Science: Business Minors: Global Finance and Renewable Energy	World Campus

CERTIFICATIONS

- **The Pennsylvania State University:** National Security Agency - Issued May 2020 (obtained on completion of SRA degree)

BUSINESS SKILLS

Strategic Skills <ul style="list-style-type: none">▪ Strategic Planning▪ Problem Framing▪ Innovation Strategy▪ Growth Strategy▪ Business Development▪ Market Entry Strategy▪ Strategic Alignment▪ Cost Reduction and Savings	Communication <ul style="list-style-type: none">▪ Stakeholder Management▪ Storytelling and Influencing▪ Public Speaking▪ Written Communication	Project Management <ul style="list-style-type: none">▪ Business Modeling▪ Project Management▪ Project Planning▪ Project Coordination▪ Technical PM (software)	Leadership <ul style="list-style-type: none">▪ Team Empowerment▪ Conflict Resolution▪ Collaboration▪ Crisis Management▪ Empathy▪ Delegation
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TECHNICAL SKILLS

Software Tools <ul style="list-style-type: none">▪ Tableau▪ Power BI▪ Excel▪ Visio▪ SharePoint▪ Microsoft Office Suite▪ ServiceNow▪ Orange3 (data analysis)▪ MacOS Suite▪ Keynote▪ Pages▪ Numbers▪ Calendar	Technical Knowledge <ul style="list-style-type: none">▪ AI Prompt Engineering▪ Data Visualization▪ Business Intelligence (BI)▪ Quantitative Market Analysis▪ Statistical Analysis▪ Technical Writing▪ Business Risk Management	Analytical Skills <ul style="list-style-type: none">▪ Financial Analysis▪ Competitive Analysis▪ Market Research▪ Structured Thinking▪ Workflow Modeling▪ Process Modeling	Other Skills <ul style="list-style-type: none">▪ Cybersecurity▪ ChatGPT (as applicable)▪ Automation Strategies
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