

# ANDREW W. DIETRICH

## PROFILE

Technology entrepreneur and team builder with expertise in complex enterprise sales, heavily regulated industries, and delightful product and customer experiences.

## EXPERIENCE

2018-2020 **GOLDMAN SACHS**

***Product, Apple Card***

- Managed product build for the Apple Card including card transactions, rewards, and billing.

2014-2018 **FINAL (Y COMBINATOR W'15, ACQUIRED BY GOLDMAN SACHS), Oakland, CA**

***Co-Founder and Chief Operating Officer***

- Managed and built team to run critical areas of business including credit risk, compliance, fraud, marketing, product, customer support, finance, and business operations.
- Led partnership discussions with banks, processors, servicers, potential enterprise customers.
- Led sale of company to Goldman Sachs and negotiations with other potential acquirers.

2011-2013 **SIMPLE ENERGY (TECHSTARS BOULDER 2011 COMPANY), Boulder, CO**

***Senior Manager of Strategy***

- Led marketing and product launch for Fortune 500 co.'s most successful web and email campaign.
- Managed sales operations team, increasing revenues 500% year-over-year.
- Owned and developed key sales accounts in pipeline worth \$30M in potential revenue.
- Developed partnership and product offering resulting in first two international sales for over \$1M.

2010 **ROCKY MOUNTAIN INSTITUTE, Snowmass, CO**

***Stanback Fellow, Reinventing Fire contributor (published 2011)***

- *"Reinventing Fire is a wise, detailed, and comprehensive blueprint for gathering the best existing technologies and putting them to work right now to create jobs, end our dependence on fossil fuels, and unleash the economic potential of the coming energy revolution." -- President Bill Clinton*

## EDUCATION

**DUKE UNIVERSITY, Durham, NC**

*Master of Business Administration (Finance), The Fuqua School of Business, May 2012. Dean's List.*

*Master of Environmental Management (Energy and Environment), Nicholas School of the Environment, May 2012.*

Awards: 1<sup>st</sup> place BCG Energy Case Competition; Recipient of Class of 1988 Scholarship & Duke Energy Fellowship.

**HARVARD UNIVERSITY, Cambridge, MA**

*A.B. honors degree in Social Studies, June 2008. Citation in French, cum laude.*

## ADDITIONAL INFORMATION

Graduate Extracurriculars: Founder and President, Building Outdoor Leaders and Doers (Duke BOLD), President, Duke MBA Rugby Football Club and Lead Coordinator, 32<sup>nd</sup> Annual MBA World Rugby Cup (30-team international tournament).

Undergraduate Extracurriculars: Member of Harvard Men's Heavyweight Crew, 2004-2006; Member of Harvard Rugby Football Club 2006-2008. House Manager, Hasty Pudding Theatricals, 2005-2006.

Interests: Hiking, Biking, Climbing, Skiing, Photography, Fintech, Energy, and Disruptive Technologies. Investing in and supporting great entrepreneurs.