

# Alex Renkis

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## EDUCATION

**Autonomous Technological Institute of Mexico** – GPA: 10.0/10.0

**Mexico City, Mexico**

*Master of Business Administration*

September 2024–July 2025

• **Courses:** Financial Programming, Business Analytics, Strategic Direction, Business Statistics, Innovation and Development

**Vanderbilt University** – GPA: 3.93/4.0

**Nashville, TN, USA**

*B.S. Human & Organizational Development, B.A. Spanish & Portuguese, Minor in Business*

August 2019–May 2024

• **Honors:** Phi Beta Kappa, Cum Laude, Department Honors, National Merit Scholar, Impact Award, Dean's List, ACT 36

• **Awards:** Fulbright Mexico, NSF I-Corps, FLAS Brazil, Maymester Peru, Nada-Winchester Japan, Wilson Grants Spain

• **Affiliations:** Delta Sigma Pi, Phi Alpha Delta, Student Government, Innovation Center, Language Hall, Rem & Co.

## PROFESSIONAL EXPERIENCE

**Kapala, LLC**

**Nashville, TN, USA**

*Technical Founder* (Leadership Lesson: humanize first, systematize later)

August 2025–Present

• Launched B2B SaaS startup on LAMP architecture for digitally transforming cemetery maps, memorials, and markets

• Developed strategic partnerships, client relations, and sales cycles nationwide, preserving 200K+ years of history

• Facilitated 50+ interviews via National Science Foundation I-Corps to validate business model and value proposition

• Secured pilot partnerships with prominent cemeteries, yielding investment offers from angels and venture capitalists

**Endeavor**

**Mexico City, Mexico**

*Insights Project Lead* (Leadership Lesson: shape numbers with narratives)

September 2024–July 2025

• Executed 4 data-driven publications for Amex, Oracle, and the World Bank using interviews, surveys, and statistics

• Managed cross-functional team through multi-phase project, communicating findings to senior leadership

• Generated 830M person reach with \$2M advertising value per study with top media outlets (Reuters, Bloomberg, Forbes)

**Lawrence Uren Associates**

**Mexico City, Mexico**

*Research Head* (Leadership Lesson: navigate hierarchy with executive commitment)

September 2024–July 2025

• Piloted mixed method research shaping business plan for \$200M Mexican government aviation initiative

• Conducted comparative analysis of U.S.-Mexico business practices, informing bilateral trade discussions

**Lodestone Ventures**

**Nashville, TN, USA**

*Venture Capital Analyst* (Leadership Lesson: take new paths for impact)

January 2024–May 2024

• Designed proprietary software to onboard, assess, and monitor startups, earning “Impact Award”

• Supervised 80+ global startups to distribute \$2M using financial, technical, and market due diligence

• Represented the fund at tech conference to source early-stage deals resulting in term sheets issued

**Vanderbilt Writing Studio**

**Nashville, TN, USA**

*Consultant* (Leadership Lesson: adapt repeatedly to individual needs)

August 2022–May 2024

• Mentored 300+ clients annually on academic and professional writing, earning 1,000+ five-star reviews

• Nominated by faculty for academic excellence and chosen through interview process from campus-wide applicant pool

**Rem and Company**

**Nashville, TN**

*Lead Strategist* (Leadership Lesson: leverage standardization for creativity)

August 2022–December 2022

• Managed team creating standardized pitch decks and marketing materials for city-wide business development initiatives

• Consulted for executive leadership on strategies for revenue expansion, strategic partnerships, and market positioning

**Accelerator**

**Nashville, TN, USA**

*Lead Consultant, Ambassador* (Leadership Lesson: match preferences with placements)

March 2022–June 2022

• Led team of 7 to advise 3 high-profile clients from startups to Fortune 500 on expansion and digital strategy

• Earned top 360 feedback score of all 60 analysts, 2 MVP recognitions, and research excellence award

## ACADEMIC & VOLUNTEER EXPERIENCE

**Association of Recovery in Higher Education**

**Kennesaw, GA, USA**

*Board Member* (Leadership Lesson: take responsibility even when not at fault)

January 2023–December 2023

• Elected from nationwide applicant pool to shape strategy for 150+ collegiate recovery programs with \$300K budget

• Founded national research committee while serving on governance and finance committees to help students in recovery

## Association of Recovery Schools

Denver, CO, USA

*Lead Researcher* (Leadership Lesson: transform lived experiences into systems)

August 2022–May 2023

- Spearheaded 2 nationwide studies as first author across 60+ institutions and 500+ participants to inform practices
- Delivered findings to peer-reviewed medical journal, the board, and 100+ symposium attendees

## Substance Abuse and Mental Health Services Administration

Rockville, MD, USA

*Crisis Counselor* (Leadership Lesson: prioritize presence over answers during crisis)

January 2022–May 2023

- Guided 100s of visitors in crisis through safety plans and collaboration with government entities to support public health
- Selected for semester-long suicide prevention training program, achieving certification to handle mental health emergencies

## Vanderbilt Student Government

Nashville, TN

*Senator* (Leadership Lesson: build to big efforts through small wins)

October 2022–May 2023

- Elected as one of two senators from 500-student constituency to administer \$200K in campus funding
- Authored and secured passage of dining improvement legislation while co-sponsoring additional initiatives

## Coffee Equity Design Challenge

Nashville, TN

*Team Lead* (Leadership Lesson: scale appropriately even if just locally)

January 2022–April 2022

- Collaborated with 20+ global mentors on coffee sustainability for a design thinking case competition
- Built app prototype to connect coffee producers through storytelling and education

## Delta Sigma Pi

Nashville, TN

*Community Service Chair* (Leadership Lesson: convert emotions to actions)

January 2022–April 2022

- Initiated partnership with local non-profit to mobilize entire pledge class in support of families facing critical illness

## INTERCULTURAL EXPERIENCE

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### United States Department of State

Mexico City, Mexico

*Fulbright Binational Business Scholar* (Leadership Lesson: cultivate cultural fluency beyond language)

August 2024–July 2025

- Designated cultural ambassador by international committee for federally funded work-study with Mexican organizations
- Navigated professional cultural dynamics across government, academia, and private sector environments

### United States Department of Education

São Paulo, Brazil

*Foreign Language Area Studies Fellow* (Leadership Lesson: seek subcultures)

September 2023–May 2024; June 2023–July 2023

- Awarded 2 federal grants for Portuguese study with Tulane's Summer in Brazil and Vanderbilt's Academic Year Courses
- Led independent research producing and presenting graduate-level papers on Brazilian policy and Portuguese modernism

### Padmasambhava Buddhist Center

Sidney, NY

*Monastery Resident* (Leadership Lesson: serve to lead, lead to serve)

July 2023–August 2023; July 2022–August 2022

- Organized 60+ community members by managing registration, calls, emails, and donations during retreat season
- Oversaw grounds keeping, cooking, cleaning, painting, clerical work, and ceremonial preparations for head teachers
- Granted Mipham Institute scholarship for 3-year language and philosophy program

### Bartolomé de Las Casas Institute

Cusco, Peru

*Global Scholar* (Leadership Lesson: offer multiple pathways to empowerment)

May 2022–June 2022

- Selected for cultural immersion program, advancing Spanish proficiency and researching Andean traditions

### Nada-Winchester International Symposium

Kobe, Japan

*Delegate for the United States* (Leadership Lesson: embrace multipolarity)

October 2017–March 2018

- Appointed the sole class representative for the United States at a global symposium of top educational institutions
- Coordinated 24 students across 12 countries to formulate proposals on society and the natural world
- Collaborated on 6 essays and presentation about molten salt nuclear reactors in Oak Ridge, TN

## INTELLECTUAL PROPERTY

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- Renkis, A.W. (2025). Kapala ® (U.S. Trademark Registration No. 98670276). USPTO.
- Renkis, A.W. (2017). *Air Suspension Golf Ball Practice Tee Systems and Methods* (U.S. Patent No. 9669274). USPTO.

## ADDITIONAL INFORMATION

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- **Languages:** OPI 4+ Spanish, ILR 4+ Portuguese, Native English
- **Skills:** Leadership, Intercultural Communication, Public Speaking, Policy Analysis, Project Management, Strategic Planning, Systems/Design Thinking, Negotiation, Mixed Method Research, Crisis Management, Modeling, Prototyping, Interviewing
- **Tools:** Data (Excel, R, Python, VB, NVivo), Full-Stack (Linux, Apache, SQL, PHP), Design (Figma, PS, HTML/CSS/JS)
- **Interests:** Backpacking, Fly Fishing, Hatha Yoga, Meditation, Writing, Outdoors, PC Building, Blockchain, FOSS