AIDAN MARZEOTTI

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EXPERIENCE

Arch, New York, NY   *March 2024-Present*

Senior Operations Associate

- Owned development and implementation of cash flow/wire verification features, directly responsible for accounts totaling +$500k ARR
  - Built out internal processing team, trained new members, and worked hand in hand with engineers to develop new features
  - Organized feedback to submit engineering tickets and Figma mockups
  - Led product demos and created marketing materials to upsell existing clients
- Managed up to senior leadership across Sales, Product, Engineering, and Operations teams to secure project resources, align goals, and advance timelines
- Created and ran daily SQL queries to monitor data quality of all transactions on platform

Operations Associate

- Onboarded clients' alternative investment portfolios to the platform, handling communications with external investor relations teams and fund administrators
  - Built and maintained relationships with family offices, RIAs, and UHNWIs

Account Spark, San Francisco, CA (Remote)   *March 2022-December 2023*

Business Development & Operations

- Developed and implemented go-to-market strategy for an AI CRM extension tool
- Managed lead generation and outreach, reported directly to CEO and COO
  - Helped close multiple +$150k ARR enterprise clients—Twilio, MongoDB, Celonis, Density.io, Sauce Labs
- Analyzed Salesforce data with Python and SQL to create customer profiles and identify target accounts

Industrial Succession Group, Los Angeles, CA (Remote)

Private Equity Intern   *October 2021-March 2022*

$6.5 Million Acquisition of American Sheet Meta

  - Conducted due diligence and market analysis for target company — surveyed customers, suppliers, and competitors
  - Researched comparable businesses for LBO model assumptions
  - Put together CIM/brochure for investors and banks
- Managed deal pipeline CRM, investor relations, M&A consultant outreach
- Built Python tool to automate deal flow tasks (web scraping + CRM entry)

EDUCATION

New York University, Stern School of Business, New York, NY

Bachelor of Science in Business — Finance Concentration

PERSONAL SKILLS

Programming & Software: SQL, Excel, Python, Salesforce, PowerPoint
Languages: Spanish (Professional Proficiency), Russian (Basic)
Interests: Travel, Running, Squash, Skiing