

Benjamin D. Rice

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EDUCATION

Northeastern University, D'Amore-McKim School of Business

Boston, MA

Bachelor of Science Degree in Business Administration and Data Science | Concentration: Marketing

May 2025

Relevant Coursework: Advanced Programming w/ Data, Financial Management, Marketing Research,

GPA: 3.7

Database Design, Machine Learning and Data Mining 1 & 2, Marketing Management, Data Presentation & Visualization

PROFESSIONAL EXPERIENCE

Topline Strategy Group

Boston, MA

Associate Consultant Co-op

Jul 2024 - Present

- Deliver to clients on 6 projects ranging from market & strategic insights, investment diligence, and value creation
- Lead market modules identifying total addressable market across SaaS, Healthcare, and Logistic & Distribution
- Identify client strengths, weaknesses, and market trends from 100+ customer interviews for 5 due-diligence reports
- Lead entry strategy for RMM & PSA company, scaling from 1-3 employee to 5-25 employee MSP market segment

Boston Consulting Group

Boston, MA

Principal Investors & Private Equity Analyst Co-op

Jul 2023 - Dec 2023

- Staffed on 11+ due diligence transactions, analyzing various market potential and customer sentiment for clients
- Engineered interactive dashboards to automate fund strategy capital's portfolio company mapping using Alteryx
- Coordinated expert interviews and synthesized case materials into overviews and documents for case preparation
- Piloted a new position aimed at supporting digital workflow CRM for PIPE practice with teams in India and Europe
- Plugged into case support projects with a focus on primary market research, note taking, and ad-hoc research support

NeuroFieldz Inc.

Boston, MA

Market Researcher & Data Analyst

Aug 2022 - Jun 2023

- Conducted market research to identify key user trends and adoption rate in the AI neuro visual diagnostic industry
- Spearheaded automation and product pricing recommendations to the executive team utilizing data-driven insights
- Created a pitch deck that included financial projections for Seed funding of \$2.5 million and \$5 million
- Leveraged user feedback and surveys for targeted iterations and advancements in medtech product development

LEADERSHIP EXPERIENCE

TAMID Group at Northeastern University - Investing and Consulting Club

Boston, MA

Vice President of Consulting

Nov 2022 - Dec 2023

- Taught 50+ students consulting, equity research, case frameworks, and business skills through weekly sessions
- Restructured curriculum for 10-week consulting workshops focusing on case studies and project development
- Oversaw consulting committee of 4 people; designed and facilitated weekly meetings covering consulting literacy

Consulting Project Manager

Jan 2022 - May 2022

- Offered services in industry analysis, product-market fit, marketing channels, and branding for a real estate startup
- Led feature roadmap development, influencing cross-functional teams, and ensured successful project execution
- Managed team of four students in a deliverable to startup CEO outlining strategies for driving marketing growth

Guide Dogs of America

Sylmar, CA

Puppy Raiser & Event Volunteer

Jul 2015 - Jun 2021

- Assisted in the training and socialization of future service animals for individuals with visual impairments

TECHNICAL PROJECTS

PrivateEye - Private Capital Deal Platform

Jan 2023 - Apr 2023

- Developed a private equity deal sourcing platform, connecting companies seeking investments with potential buyers
- MVP creation and implementation using REST API, Docker, and Appsmith for seamless database management.

Portfolio Prediction - Stock Time-Series Forecasting

May 2023 - June 2023

- Modeled stock trends of diversified portfolios using trained data from 2018 to 2023 to predict industry yields
- Utilized Pandas, Matplotlib, and SQL libraries to implement ARIMA, SARIMA, and SARIMAX time series models

SKILLS & INTERESTS

Software/Workflow Tools: Microsoft Office (Excel, PowerPoint), Python, Tableau, SQL, Scikit-learn, Adobe Creative Suite, Google Workspace, VScode, PowerBI, Figma, Pandas, Alteryx, Git, PitchBook, REST, Plotly, Numpy

Honors & Activities: Dean's List, Dean's Scholarship, TAMID, Entrepreneurship Club, Market Researcher, Disrupt

Interests: Computer Hardware, Soccer, Chess, Existentialism, Architectural Digest, Skiing, Mountain Biking, Surfing