

**WILLIAM NEWMAN IV**  
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**education**

2024 - 2026

**HARVARD BUSINESS SCHOOL**

**CAMBRIDGE, MA**

Candidate for Master of Business Administration, May 2026

2015 - 2019

**TEXAS A&M UNIVERSITY**

**COLLEGE STATION, TX**

Bachelor of Science in Computer Engineering, *magna cum laude*. Outstanding Engineering Junior 2018 (1 of 3k). Leadership Scholarship. Executive officer of 100-member organization.

**experience**

2024 - 2024

**HEDGEHOG FOODS (YC '22)**

**SAN FRANCISCO, CA**

**Associate Intern**

Early-stage startup using AI to improve fungi yields. Worked with co-founder on growth initiatives, developed 4-year business plan, and ran farm operations

- Constructed company's 4-year burn rate model, projecting cash flow and quarterly level income, to identify growth drivers such as new farm construction and importance of large customer accounts
- Scaled farm output from <50 lbs/week to 1,000 lbs/week by streamlining operations, enhancing farm productivity tracking, onboarding new suppliers, and building supply prediction models
- Directed promotion, marketing, and discounting strategy for launch into key national retailer

2023 - 2024

**U.S. INTL. DEVELOPMENT FINANCE CORPORATION**

**WASHINGTON D.C.**

**Strategy Associate, Office Of The CEO**

Federal agency which invests in global development (e.g., infrastructure, financial services, tech) with a \$60B portfolio and 600+ employees. Won distinguished service award for my contributions.

- Built sector strategies for Infrastructure and Financial Services sectors with VPs, by identifying investment areas and impact goals ultimately securing approval by the CEO
- Led early diligence on a financial services firm based out of Cameroon, first in DFC's history
- Forecasted headcount growth based on 5-year projected deal activity and impact targets making a case to Congress to increase DFC's budget to allow for 2x employee growth over next 5 years
- Led effort to develop first-ever holistic targets, advocating for inclusion of impact-based targets in VPs' annual goals and convincing CEO & COO of targets' alignment with desired portfolio outcomes

2020 - 2023

**MCKINSEY & COMPANY**

**STOCKHOLM, SWEDEN**

2022 - 2023

**Associate (left In Good Standing With Offer To Return)**

Served as junior manager for 2 projects and collaborated on 4 investment diligences, with focus on innovative technology, working with clients in Sweden, Finland, Denmark, Germany, and China

- Secured \$10m in funding for startup using blockchain for compliance traceability, by defining product value, prioritizing development, projecting cash flows and building hiring plan with engineers
- Structured investment case for PE fund looking at new form of urban mobility by diligencing technical feasibility and analysis of potential advantages versus competitors if developed
- Managed 2 junior associates, prioritizing development areas to help receive positive feedback

2020 - 2022

**Senior Business Analyst**

**DALLAS, TX**

Delivered 10+ projects including 6 PE diligences in SaaS, cyber security, and quantum computing sectors

- Deterred investment case for a PE fund examining reverse engineering company, by uncovering inconsistencies in startup's historical discounting and guiding PE client through questioning of founder
- Built up confidence of CFO & VPs in potential \$1b+ acquisition of data management company by constructing interactive analytical model for cross-sell/upsell potential to CFO
- Secured funding for supply chain analytics startup, by analyzing pricing strategies, estimating market size, and validating product offering with customer interviews, all in collaboration with CEO and engineers
- Collaborated on MGI report presented at the B20 summit by Global Managing Partner, by convincing senior leaders of approach to estimate public and private investment needed to close global "empowerment gap"
- Automated prioritization of \$9B in CAPEX for federal clients, designing together before leading handover
- Enhanced federal client's view on COVID-19 by creating dashboard, gaining leadership support to automate with Python, and training client team, thus eliminating prior 3-month dependence on McKinsey

**personal**

Spanish (AFCTL B1), YC startup school, 2x rec basketball champion, road trips through Scandinavia

**technical skills**

Pitch competition finalist with app designed to improve event networking. Developed Gen AI travel app.