

AARON FILOUS

San Francisco, CA
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EDUCATION

GEORGETOWN UNIVERSITY, School of Foreign Service Washington D.C.
M.A. European Studies, International Business Concentration 2015
Relevant Courses: International Project Finance, China's Economy/Business, Forecasting Global Trends, Corporate Strategy, Corporate Restructuring, Strategic Business Analytics, Corporate Finance.

TSINGHUA UNIVERSITY, Beijing, China
Mandarin Chinese Language Program 2012-2013
Developed basic to intermediate comprehensive listening, speaking, and writing expertise

University of California Los Angeles Los Angeles, CA
B.A., Political Science, *Magna Cum Laude* Thesis: China in Africa: Oil, Finance, and Diplomacy 2011

EXPERIENCE

APP ACADEMY San Francisco, CA
Operations Lead 6/2015-PRESENT

- Report directly to CEO.
- Manage Operations teams across all offices.
- Dotted line to engineering, instructional, and Finance teams.
- Developed and implemented processes to optimize revenue collection, customer service and experience.
- Developed and implemented internal data collection and data driven decision making.
- Directly contributed to increase in run rate from \$4 million to \$16 million.
- Launched alumni program leading to increased value add for current students and alumni.
- Launched and lead operations for new products with \$2 million run rate.
- Lead negotiations with strategic partners.

BOWER GROUP ASIA Washington D.C.
Spring Analyst 1/2015-5/2015

- Develop strategies to help businesses enter new markets, expand, solve problems, and take advantage of new opportunities in Asia.
- Prepared client deliverables in the form of analytical briefings outlining strategic recommendations for market entry and expansion for a large multinational protein company.

VOGELHOOD Washington D.C.
Fall Analyst 10/2014-1/2015

- Wrote analytical briefings assessing risks and opportunities for business resulting from challenges in the political and regulatory environment - Responsible for Energy and Industrials portfolio.

INLE ADVISORY GROUP Washington D.C.
Fall Intern 09/2014-01/2015

- Myanmar focused strategic advisory and consulting firm
- Identified market entry challenges, stakeholders, political, business, and regulatory issues to develop strategies for market entry, expansion, and business development in Myanmar.

IPSOS BUSINESS CONSULTING Jakarta, Indonesia
Summer Intern 06/2014-08/2014

- Contributed to all aspects of consulting projects including market sizing, business strategy, market entry, distribution channel analysis, and competitor and stakeholder identification.
- Gained substantive expertise in Auto and F&B sectors and Indonesian/ASEAN business environment.

THE ASIA GROUP Washington D.C.
Spring Analyst 03/2014-05/2014

- Conducted research for client projects encompassing multiple regions and industries.
- Gained substantive experience crafting business, political, and communications strategies for Fortune 500 companies

SPECIAL PROJECTS

Bertelsmann Foundation International Non-Profit Credit Agency Project - China Rating Committee Member

- The project seeks to develop legal structure and methodology for the creation of a credit-rating agency for sovereign debt ratings.
- Contributed to the China country sovereign debt rating.
- Rated factors for China's economic and political development through conference calls and written ratings.

SKILLS

Languages: Mandarin (basic speaking/writing); Italian (Fluent speaking/writing); Spanish (Intermediate speaking/writing)

Skills: Microsoft Word, Excel(IF Statements, Pivot Tables, etc), Various research databases. **Interests:** Stock Market Trading