

CARISSA JANSEN

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EXPERIENCE

Trellis Technologies, Inc.

January 2021 – June 2022

Partnerships Success & Analytics Manager

Remote

- Strengthened relationships with existing strategic partnerships and helped launch 20+ new as the second full-time hire to the partnerships and analytics team at Trellis, a startup that seamlessly allows users to login to their online insurance accounts and shop for lower premiums on a similar policy with minimal manual data entry.
- Was solely responsible for the analytics requirements (onboarding, dashboards, internal and external KPIs & SLAs) for a months-long API integration with Trellis' largest fintech neobank partner, expected to generate >\$2mm ARR.
- Grew revenue in the accounts that I managed by 5x in six months through pricing optimization & increased sales.
- Completed multiple A/B tests on different copy, display ads, and CTAs to improve key user conversion metrics.
- Built the infrastructure for analytics dashboards, revenue reporting, and customer conversion funnels to share both internally & externally, using front-end data tools like Looker and Amplitude, along with custom SQL queries.
- Authored extensive runbooks and internal resources to onboard new account managers and scale the sales team.

Goldman Sachs & Co.

Summer 2013 & 2014 – 2019

Securities Credit Valuation Adjustment ("CVA") Trading Associate

New York, NY & Hong Kong, SAR

- Analyzed, risk managed, and traded Goldman's credit exposure on a portfolio of fixed income derivatives, including interest rates, foreign exchange, commodities, emerging markets, and credit.
- Managed the team's Latin American emerging markets portfolio for two years, including participation in business planning/budgeting and profitability analysis to the division head.
- Conducted corporate due diligence and financial modeling using cash flow analysis for various companies across multiple industries and ratings quality, with an emphasis on U.S. high yield corporates, commodity producers, Latin American corporates, and supranational funds.
- Created and drastically improved proprietary pricing & risk tools to be used by the global team as a product manager by directing a team of quantitative analysts and software engineers.
- Worked on a global team with stakeholders around the world including Brazil, Mexico, Australia, Hong Kong, Japan, London, and Dubai.
- Covered the entire Asia portfolio out of Hong Kong by myself for three months during team transitions.
- Presented bi-weekly market updates, trade & investment ideas, and daily profit & loss reports to senior managers.
- Promoted one year early to Associate after demonstrating ability to perform in the top 10% of the Securities Division Analyst Class for two consecutive years.

EDUCATION

Massachusetts Institute of Technology

2010 – 2014

Bachelor of Science

Cambridge, MA

- Bachelor of Science in Computer Science & Molecular Biology with a Management minor, GPA 4.4/5.0.
- MIT Club of Northern California - Gaynor Langsdorf '32 Memorial Scholarship Recipient.

SKILLS & INTERESTS

- **Computer:** Basic Python & Java, SQL, VBA & Excel Modeling, HTML & CSS, Adobe Creative Suite.
- **Language:** Fluent in Spanish, including business communication.
- **Licenses:** Formerly FINRA Series 7 & 63 registered representative.
- **Volunteer Affiliations:** Forte Foundation (promotes university women and beyond in financial careers), and Brooklyn Public Library (taught weekly free ESL classes to adult learners).
- **Interests:** Classical piano & guitar, Scuba diving, Nature photography.