

CLINTON SMITH-PETTERS

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EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, MN

Carlson School of Management

Master of Business Administration

May 2022

Emphasis: **Entrepreneurship/Finance**

SAINT CLOUD STATE UNIVERSITY, Saint Cloud, MN

College of Liberal Arts

Bachelor of Arts - Psychology

August 2012

Minor – Management Information Systems

EXPERIENCE

U.S. BANK, Minneapolis, MN

Assistant Vice President - Product Strategy

June 2022 - Present

- Coordinated with dozens of stakeholders among 6 different business lines to ensure enterprise-wide focus on money movement growth initiatives are in alignment with corporate strategies.
- Performed monthly analysis of key performance indicators used in executive-level review meetings.
- Constructed mechanisms for financial forecasting for 60+ business use cases with incremental revenue opportunities of \$100M+.

Product Management Intern | Enterprise Money Movement

June 2021 - August 2021

- Performed financial modeling on international payment solutions for consumer and small business customers. Presented results estimated to generate \$29M+ in revenue to senior executives.
- Conducted data analysis to identify high value customers while assisting in the creation of executive presentations to decommission a consumer product resulting in reduced annual expenses of \$25K+.
- Examined initial public offerings and acquisitions of financial technology companies and recommended viable partnerships to senior managers with added revenue potential of \$30M+.

GOPHER ANGELS, Minneapolis, MN

Investment Associate

September 2021 - Present

- Coordinated and drove 13 pitch sessions containing 65 deals on behalf of 135 investor members.
- Managed the due diligence process for 10 companies resulting in \$2M+ of investment.
- Implemented new lines of communication between founders, investors, and other stakeholders to ensure timely completion of deal flow, reducing overall process time by 20%.
- Created analysis and presentation on 96 investments by capital invested, industry, stage, diversity, exit valuations, and returns on behalf of Managing Directors used to attract prospective investor members.

UNIVERSITY OF MINNESOTA, Minneapolis, MN

Startup Student Consultant

January 2021 - May 2022

- Developed and presented a commercialization plan to the founder and CEO of a technology-enabled healthcare start-up to be utilized in raising \$2M in funding for a \$100M+ target market.
- Created an investor pitch-deck for fundraising in a \$1B+ addressable market including a go-to-market strategy, financial projections, intellectual property research, and business model.
- Advised new founder through successful business acquisition by providing price negotiation, industry regulation and compliance measures, vendor identification, operating expenses, product pricing, and revenue projections.

UNITED STATES ARMY, Fort Hood, TX

Technical Project Manager

February 2017 - September 2020

- Managed six supervisors to lead a cross-functional team of 46 communication specialists and network technicians while accounting for \$21M+ in equipment.

- Led a team of four planners to coordinate world-wide operations in a 2,200+ employee organization with \$500M+ in computer and communications equipment.
- Increased project completion rate by 50% under scheduled deadlines by creating organization's internal tracker consisting of 70+ simultaneous projects.
- Served as the lead project manager during local training exercises to maintain 24/7 seamless network functionality for up to 6K+ users.
- Collaborated with senior managers to plan operations and logistics of 1K+ internal personnel to designated areas in nine countries across Europe supporting 37K+ network users.

KORN FERRY INTERNATIONAL, Minneapolis, MN

Client Services Coordinator

June 2013 - February 2017

- Guided business development projects for Fortune 100 clients driving revenue streams of \$1M+.
- Managed 30+ accounts contributing to 15% of business units revenue; onboarded new clients and created individualized delivery plans for each client.
- Selected to lead a team of peers through an acquisition period to champion new products and services to clients resulting in faster integration and increased sales by 10%.

LEADERSHIP

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| • Carlson Veterans Club, Board Member | October 2020 - May 2022 |
| • Finance and Investments Club, Board Member | October 2020 - Aug 2021 |
| • Technology and Analytics in Business Club, Board Member | October 2020 - Aug 2021 |