

CLINTON SMITH-PETTERS

Roseville, MN 55113 • (320) 333-6512 • smit5954@umn.edu

EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, MN
Carlson School of Management
Candidate for **Master of Business Administration**
Emphasis: **Entrepreneurship/Finance**

May 2022

SAINT CLOUD STATE UNIVERSITY, Saint Cloud, MN
College of Liberal Arts
Bachelor of Arts - Psychology
Minor – Management Information Systems

August 2012

EXPERIENCE

U.S. BANK, Minneapolis, MN

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 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+.

UNIVERSITY OF MINNESOTA, Minneapolis, MN

Ventures Enterprise Student Consultant

January 2021 - May 2021

- Developed and presented 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.

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 team of peers through acquisition period to champion new products and services to clients resulting in faster integration and increased sales by 10%.

LEADERSHIP

- Tech and Analytics in Business, Board Member
- Finance and Investments Club, Board Member

October 2020 - Present

October 2020 - Present