

CESAR ZAMUDIO

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EDUCATION

Columbia University

May 2020

B.A. Economics–Political Science

EXPERIENCE

Bursor & Fisher

August 2022 – Present

Mass Tort Client Services Manager

- Founded \$910M+ mass tort practice by managing a 3100+ client portfolio, achieving a client retention rate of 94%
- Achieved 54% client acquisition rate within 11 months by developing internal processes and operational strategies
- Increased lead generation by 18% in 2 months by managing relationships with four strategic partners

Class-Action Litigation Legal Assistant

- Drafted and filed 70 pleadings in four federal district courts (SDFL, MDL, NDIL, NDCA) and FL's 11th circuit
- Improved business expense reporting by 80% through workflow and process automations
- Generated \$500K in revenue by devising three novel consumer protection case lines affecting 10K+ consumers

Rubenstein Law, Pre-Litigation Legal Assistant

April 2021 – February 2022

- Managed 150+ personal injury cases through pre-suit treatment, demand, and closing, collecting \$116,000+ in fees
- Negotiated caseload valued over \$30 million in total insurance limits against commercial and auto insurers
- Communicated with hundreds of insurers, providers, and clients fluently in English and Spanish

PROJECTS

Campbell Teague, Energy Market Analysis

February 2022 – August 2022

- Analyzed three energy data sets to cross-reference grid requirements of 5000+ plants and generators for solar client
- Developed 20 partner relationships for client and strategically advised the merger with the domestic partner.

Columbia Law School, Public Safety Research

May 2019 – September 2020

- Investigated historical, legal, and operational framework of 2000+ university law enforcement departments
- Authored 56-page report with recommendations for stakeholders to improve quality of public safety services

LEADERSHIP

Columbia Undergraduate Admissions, Recruitment & Student Interview Chair **January 2017 – May 2020**

- Increased student applications by 5.8% through a recruitment campaign during the first 8 weeks of the semester
- Accomplished a 10% increase in completed interviews by supervising a group of 40 student interviewers

Sigma Nu Fraternity, Treasurer & Scholarship Chair

January 2017 – May 2020

- Expanded financial aid for low-income members up to 100% while expanding academic enrichment opportunities
- Maintained under budget by \$10,000 while increasing philanthropic events, sponsorships, and partnerships

Extracurriculars & Affiliations: Columbia Undergraduate Scholars Program, Columbia Queer Alliance, New Student Orientation Program, QuestBridge, Breakthrough Collaborative, Undocumented Student Initiative

Skills & Certifications: Spanish (Native), Excel, Florida Notary Public, Python (Intermediate), Litify