

WORK EXPERIENCE

July 2014  
December 2014

**Entrepreneur in Residence: Sales Specialist**  
Startupbootcamp Mobile  
Copenhagen, Denmark

- Responsible for helping Summer 2014 batch identify their target customers and develop sales strategies.  
- Closed flagship customers resulting in successful funding round.  
- Developed a scaling and monetization strategy for a productivity app with 200K AMUs.  
- Designed go-to-market strategy for recipe management application which resulted in successful launch of iOS application.

April 2013  
July 2014

**M&A Analyst**  
Premium Oil/Premoco Oil  
Salt Lake City, UT

- Performed financial analysis and created financial models that resulted in streamlined buyer qualification process.  
- Assisted in preparation of four companies to national and regional oil and gas companies. Resulted in sale of heavy-duty filtration company and currently in final stages of sale for two companies.  
- Vetted potential buyers.

September 2012  
December 2012

**Seed Stage Analyst Intern**  
Kickstart Seed Fund  
Salt Lake City, UT

- Performed market analysis and professional due diligence on a medical device startup. This allowed us to create a risk profile for the company and make a recommendation to the fund.  
- Pitched team's findings and recommendation to the fund's investment committee which resulted in successful funding. Company currently in FDA trials.

December 2011  
October 2013

**Sales & Marketing**  
Go Time  
Salt Lake City, UT

- Sold consumer energy product at trade shows and directly to national and regional convenience store chains.  
- Established supply chain and distribution channels for regional product launch.  
- Oversaw sales and marketing efforts. Managed team of sales and marketing interns.

EDUCATION

Graduated 2013

**Bachelor of Science (BS) Business Management**  
**Emphasis in Entrepreneurship**  
Brigham Young University,  
Provo, UT

Ranked top 5 in emphasis.

LANGUAGES



CORE COMPETENCES

Sales & Marketing

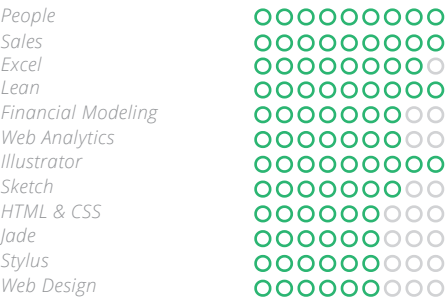
Lean methodology

Translate ideas into actions

Communication

Analytics

SKILLS



ACHIEVEMENTS

International Business Model Competition 2012  
Semi-Finalist for "Go Time"

BYU Opportunity Quest 2012  
2nd Place for "Go Time"

Westminster Opportunity Quest 2015  
2nd Place for "Morning Person"

COOL STUFF

Generated 1,200 signups within 3 days of launching a project through aggressive email campaign.

Designed and sold a t shirt when I was 18 that was a best seller at Barney's in Tokyo.

I am a volunteer youth rock climbing coach.