

# DAVID KEPTSI

dsk83@georgetown.edu ▪ (631) 235-9586 ▪ <https://www.linkedin.com/in/davidkeptsi/>

---

## EDUCATION

### GEORGETOWN UNIVERSITY, McDonough School of Business

#### Master of Business Administration (MBA)

Washington, DC

*Expected May 2024*

- Business Government Alliance (VP of Finance), Jewish Business Alliance (VP of Outreach)
- Graduate Teaching Assistant

### STATE UNIVERSITY OF NEW YORK, Binghamton University

#### Bachelor of Arts in Economics and PPL (Philosophy, Politics & Law)

Binghamton, NY

*May 2018*

- Minor in Russian Studies.
  - Binghamton American Parliamentary Debate, Binghamton Review, MEOR.
- 

## EXPERIENCE

### POLY PLATFORM

#### Director of Product

Washington, DC

*January 2023- Present*

- **Product Development:** Created 10 product whitepapers around Gamification, AI and Blockchain for app users and administrators.
- **Quality Assurance:** Actively test over 20 different city applications for issues and bugs then fixed issues with development team.
- **UI/UX Design:** Utilize Figma to map out 30 different wireframes for features in collaboration with UI Designer.
- **Fundraising:** Raised \$200,000 at a \$7,000,000 pre-seed valuation for Poly Platform through personal networking, outreach and success in accelerator programs.
- **Partnerships:** Established key channel partnerships with Blockchain developers, hardware sensor companies and Georgetown University for the purpose of expanding Poly's network and collaboration opportunities.
- **Sales:** Pitched Poly Platform to hundreds of potential customers through conferences and phone calls, helping grow the customer base of cities from 14 to 25 over the course of a year.

### THE BOSTON CONSULTING GROUP

#### Energy Research Analyst

Boston, MA

*October 2020 - June 2022*

- **Industry & Market Analysis:** Served as energy sector research analyst for business case and knowledge teams to understand market trends and define strategies with a specific focus on sustainability and climate change policy.
- **Team & Project Management:** Staffed over 30 case teams on energy projects across 6 continents, including managing each project's scope, timelines, and deliverables to ensure quality outcomes for clients.
- **Deals Sourcing:** Utilized variety of M&A databases to run comparable analysis for Cleantech Innovation Product.
- **Due Diligence:** Managed ESG background research utilizing expertise in ESG ratings and indicator databases.
- **Investment Analysis:** Lead contact for NAMR Bloomberg research for BCG across North and South America, working with consultants and clients, including the C-suite.

#### Research Associate

*January 2019 - October 2020*

- **Technology Innovations:** Developed Climate AI and Digital Twin product offerings by collecting and organizing input data on feedstock prices and emissions.
- **Operation Analysis:** Conducted deep dive into operations of oil supermajor across 28 countries to figure out pain points and create action plan; material presented to C-suite and later repurposed for a lecture at the Atlantic Council.

### THE CATO INSTITUTE

#### Research Intern

Washington, DC

*September 2018 - December 2018*

- **Analysis & Research:** Conducted research on failure of economic liberalization to create democratic institutions under Andrei Illarionov.
- **Leadership:** Aided in production and staffing of 12 Cato Institute seminars, policy forums and Capitol Hill briefings over 3 months.

### OFFICE OF REPRESENTATIVE KATHLEEN RICE (NY-04)

#### Legislative Intern

Washington, DC

*June 2018 - August 2018*

- **Policy Analysis:** Drafted 6 reports on congressional hearings pertaining to financial regulation and infrastructure.
  - **Databases:** Recorded, organized and answered over 200 constituent phone calls, letters, and casework submissions.
- 

## DISTINCTIONS

**Database Knowledge:** Bloomberg, S&P Capital IQ, SNL Energy, Thomson Reuters Eikon, LexisNexis, GlobalData.

**Leadership:** BCG Office Sustainability Committee, BCG Office Communications Committee.

**Certificates:** Harvard Digital Transformation in Government, Harvard Climate Change and Energy Policy.

**Global Mindset:** Russian (Native Speaker), Spanish (Basic), studied abroad at University of Edinburgh.