

DARIO MERCADO

SF Bay Area | <https://github.com/dmarket7> | <https://www.linkedin.com/in/dariomercado/>

education

SANTA CLARA UNIVERSITY

Master of Business Administration (Beta Gamma Sigma) —June 2013

STANFORD UNIVERSITY

Bachelor of Science in Management Science & Engineering

specialties

- JavaScript
- SQL
- Salesforce CRM
- NodeJS
- HTML/CSS
- Excel/Word/PPT
- React/Redux
- Tableau
- Spanish

work history

SILICON VALLEY BANK (SANTA CLARA, CA)

2012 – PRESENT

Vice President, Global Gateway

2019 – Present

Senior Associate, Global Gateway

2014 – 2018

- Engage with startup CEO/CFO/COO's in emerging global innovation centers as first point of contact.
- Evangelize company brand, interact with diaspora groups, and build the SVB network at industry conferences.
- Lead new client acquisition and develop referral channels. Optimize lead development through marketing efforts. Grow the revenue base 50% YoY, target and onboard high value clients in our top global markets.
- Oversee Global Gateway data and financial analysis, including KPI and dashboard reporting, P&L analysis.
- Produce ad-hoc reports/pitchdecks to enable effective sales meetings and presentations at tech conferences.

Senior Analyst, Credit Reporting

2012 – 2014

- Managed the monthly reconciliation process for a \$12B loan portfolio. Developed financial models.
- Produced internal/external reports to analyze growth including Board and Executive Committee packages.

GOOGLE (MOUNTAIN VIEW, CA)

2011

Commerce Operations Analyst (Contract)

2011

- Provided operational and analytical support to the Google Offers sales team using desktop tools and Salesforce.com. Performed qualitative analysis to ensure that the sales teams received high quality leads.
- Developed heuristics to filter for quality and find desired leads using multiple data sources.

IMPEC GROUP (SANTA CLARA, CA)

2010 – 2011

Contract Analyst

2010 – 2011

- Performed financial analysis for both construction and maintenance contracts to forecast cost and profit during the life of the project. Facilitated bidding to contractors and won several contracts worth \$100-500k.
- Provided ad-hoc reporting as needed, in particular for pricing decisions and contract negotiations.

BAY AREA CHRISTIAN CHURCH (PALO ALTO/OAKLAND, CA)

2005 – 2009

Youth Ministry Leadership Intern

2005 – 2009

- Led training seminars on how to motivate and inspire underprivileged youth. Spoke regularly to groups of hundreds of people in the Bay Area. Organized meetings and directed members to follow a group vision.
- Event Management & Marketing: Managed a volunteer staff for motivational conferences. Developed a strategy to engage with potential attendees. Promoted programs and services utilizing web and social media.

additional

- Completed 24-week UC BERKELEY Coding Program - Full Stack Web Development (2017)