

Eduard Danalache

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EDUCATION

Rice University

B.A. Computer Science; B.A. Managerial Studies; Business Minor

Rice Certificate in Engineering Leadership (RCEL)

Honors: Deloitte Case Competition - 1st, Accenture Innovation Challenge - 1st, Google Games - 1st, Microsoft Coding Challenge - 1st, Intel Science Talent Search - Semifinalist, President's Volunteer Service Award - Gold, UChicago Trading Competition - \$500

Houston, TX

December 2018

GPA: 3.40

Thomas Jefferson High School for Science and Technology

GPA: 4.30; **SAT:** 2320; **ACT:** 36

Alexandria, VA

Class of 2015

PROFESSIONAL EXPERIENCE

Scale Venture Partners

Portfolio Operations Associate

San Francisco, CA

July 2021 – Present

- Led a frontend redesign and backend update to Scale Studio, a startup benchmarking and data analysis tool. Identified 3rd party development team, created product roadmap, ran user interviews, and served as the product manager for the team.
- Analyzed portfolio and private-market data to support 40+ portfolio companies with quarterly, annual, and adhoc reports
- Advised portfolio companies on occasional go-to-market and operational topics, such as sales territory design and OpEx rightsizing

McKinsey & Company

Business Analyst

Houston, TX

August 2019 – July 2021

Telecom Equipment Provider

- Collaborated with a cross-functional team of developers, analysts, and product managers to create and maintain 20+ dashboards to monitor site deployment status and KPIs, and to resolve and development roadblocks or data issues that came up.
- Analyzed cost structure to identify inconsistent pricing and renegotiate prices with 3rd-party vendors to lower costs by ~10%
- Developed new initiatives with internal experts to streamline site deployment and decrease costs by an additional ~5% per-site

Outdoor Power Equipment Manufacturer

- Streamlined \$1B+ product portfolio to focus on high-margin, high-growth, categories where the company has a competitive advantage, increasing expected EBITDA by 10-15%
- Worked directly with the SVP of Sales to redesign the go-to-market strategy by leveraging both direct distribution and regional distributors, improving their supply chain and creating a salesforce better positioned to serve dealers, increasing sales by \$170M

Agricultural-input Provider

- Evaluated a carbon sequestration program for growers by interviewing industry experts and customers, analyzing regulatory environments, and modeling business financials / sensitivity across different scenarios and resulting pull-through for the core business
- Modeled potential revenue streams over a 5-year horizon and analyzed 10 comparable ag-tech startups to create an initial valuation

Facebook

Software Engineering Intern (Full-Stack)

Menlo Park, CA

May 2018 – August 2018

- Redesigned a 3rd-party measurement data-pipeline and status-monitoring dashboard, collaborating with a team of 13 Facebook engineers and business partners to integrate their products into my measurement solution, measuring over 13 billion daily impressions
- Streamlined status checking and realized a 10% increase in cross-team efficiency (Facebook team and business partners)

Federal Reserve Board of Governors

Business Analyst Intern

Washington, DC

May 2017 – August 2017

- Researched and analyzed business processes and data flows through the Board System for 140 macroeconomic indicators (e.g. GDP) to quantify the business risk and value of internal data governance and quality efforts, resulting in a new pipeline for data processing

VOLUNTEER EXPERIENCE

American Red Cross – Northern California Coastal Region

SAF & ISD - Regional Leadership

San Francisco, CA

August 2021 – Present

- Analyzed Red Cross data/ metrics in PowerBI to identify key trends and improve engagement, outreach, and regional performance
- Gathered event data from volunteers and employees to input into tracking system and generate reports for national branch oversight

Rice Esports Club

President

Houston, TX

May 2016 – August 2018

- Increased active club members from 100 by 4x to over 400 active students, holding our largest event ever with 200+ students at once
- Partnered with local startup GamerWall to develop a go-to-market strategy and business case leading to their acquisition in 2017

SKILLS, ACTIVITIES, & INTERESTS

Languages: Romanian (Native), French (Advanced), Spanish (Intermediate), Chinese (Beginner)

Technical Skills: Python, Java, SQL, C/C++, R, PHP, React JS, PowerBI

Interests: Esports, Volunteering, Climate, Cooking, Finance, Travelling, Cars, Hiking, Magic: the Gathering