Eduard Danalache

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EDUCATION

Rice University   **Houston, TX**
B.A. Computer Science; B.A. Managerial Studies; Business Minor; Rice Certificate in Engineering Leadership

Thomas Jefferson High School for Science and Technology, *AI Research Lab*   **Alexandria, VA**

PROFESSIONAL EXPERIENCE

Scale Venture Partners   **San Francisco, CA**
Portfolio Operations Associate   July 2021 – Present
Scale Studio Frontend Redesign – Product Manager
• Hired and led an engineering team of 5 developers to redesign the frontend architecture and design of Scale Studio, a startup benchmarking and data analysis tool. Work included redefining user workflows and modernizing frontend design elements
• Conducted 8 user interviews to understand major pain points and areas of improvement in the old design
• Held monthly workshops with core stakeholders to refine and iterate on design and workflow improvements, prioritizing product requirements to drive rapid development of MVP
Growth vs Burn Benchmarking Tool
• Identified trend in data from 400+ startups covering 4000+ quarters comparing relative growth and burn / efficiency performance
• Created simple 2x2 visualization to highlight a single company's relative performance on both axes over time, enabling portfolio companies and Board members to evaluate different annual plan scenarios and company performance at a critical time
• Coded initial version of a dynamic 2x2 web tool and directed an external dev team to productize the tool on Scale's blog
• Wrote 3 blog posts and created material for a webinar to showcase the use of the tool to analyze company performance

McKinsey & Company   **Houston, TX**
Business Analyst   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

Facebook   **Menlo Park, CA**
Software Engineering Intern (Full-Stack)   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
• Optimized status checking and realized a 10% increase in cross-team efficiency (Facebook team and business partners)

Department of Defense, National Intrepid Center of Excellence   **Bethesda, MD**
Student Researcher   June 2014 – May 2015
• Programmed a machine learning clustering algorithm (K-Means) to classify mTBI patient data into distinct subcategories
• Analyzed statistical descriptives of the resulting subclusters to determine accuracy of the clusters and describe the patients in each cluster. Presented the results in front of government leadership and at the Intel Science Fair and Symposium (awarded $1000)

VOLUNTEER EXPERIENCE

American Red Cross – Northern California Coastal Region   **San Francisco, CA**
SAF & ISD - Regional Leadership   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   **Houston, TX**
President   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 & INTERESTS

Technical Skills: OpenAI, Python, Java, SQL, C/C++, R, PHP, React JS, PowerBI
Interests: Esports, Volunteering, Climate, Cooking, Finance, Travelling, Cars, Hiking, eSports