

Eduard Danalache

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EDUCATION

Rice University

B.A. Computer Science; B.A. Managerial Studies; Business Minor; Rice Certificate in Engineering Leadership

Houston, TX

December 2018

Thomas Jefferson High School for Science and Technology, Class of 2015

Alexandria, VA

PROFESSIONAL EXPERIENCE

Scale Venture Partners

Portfolio Operations Associate

San Francisco, CA

July 2021 – Present

Scale Studio Frontend Redesign

- Conducted market search for a new outsourced engineering team and oversaw knowledge handover between the old and new teams.
- Led a team of 5 engineers to completely redesign the frontend architecture and design of Scale Studio, a startup benchmarking and data analysis tool. Redefined user workflows, modernized frontend design elements, and updated architecture from Angular to React.
- 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 PMed external dev team to productize the tool on Scale's blog

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

Offshore Drilling Contractor

- Scaled onshore support operations to right-size the organization for a reduced rig-count and lower production environment through a traditional "spans and layers" and "servicing, shaping, and safeguarding" approach, reducing onshore costs by ~40%
- Managed ongoing initiatives and client stakeholders to ensure timely completion of milestones and identify additional opportunities

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

Telecom Service Provider

- Explored the separation of a \$25B+ business unit into two parts – network infrastructure and retail operations – by investigating divestment strategies for the retail operations ("OpCo") and value drivers for the parent company (e.g. management focus, financial engineering, etc.) and remaining network infrastructure ("NetCo"), resulting in the executive team not pursuing the opportunity
- Laid out potential future-state relationship between the OpCo and NetCo (wholesale pricing, contracting, etc.) and day-1 financials

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

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, 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, eSports