

HAYDEN J. COHEN

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PROFESSIONAL EXPERIENCE

IoT For All, LLC, Washington D.C.

Dec 2018 — Present

Director of Events and Partnerships

- Lead partnership growth for events, revenue channels, and audience viewership
- Lead company's financial projection and modeling efforts to monitor and forecast cash flow and business growth
- Published articles to drive SEO for IoT, education, and music that have amassed more than 25,000 views online

Leverage, LLC, Washington D.C.

Dec 2018 — Present

Project Manager

- Lead technical project manager for largest LPWAN IoT deployment in North America
- Led data analysis efforts using Excel, SQL (BigQuery), Tableau, and Python/Pandas to triage, diagnose, and mitigate hardware and operational issues for 500,000 nationwide sensor deployment
- Managed daily 4-hour data standups with management team and led internal data analysis team to create multiple queries, dashboards, reports, and recommendations on a daily basis through Q2 to Q4 2020
- Created Python and SQL data science course for 6 employees, led to creation of data analytics department
- Built and deployed financial model and strategic revenue analyses used by C-Suite to evaluate projects, forecast company P&L, and determine ROI for incoming deals; Developed GTM strategy for indoor tracking solution

Greenspring Associates, Baltimore, Maryland

Aug 2018 — Dec 2018

Venture Capital Analyst

- Lead analyst for 9 direct investments and 35 fund investments valued at more than \$1B of Fair Market Value, and directly responsible to Senior Partnership for identifying ongoing opportunities and risks within this portfolio

J.P. Morgan Chase & Co., New York, New York

June 2017 — Aug 2017

Summer Analyst — Middle Market Banking and Specialized Industries (Return offer extended)

- Produced pro-forma analysis recommending renewal of \$4M credit line and \$2.35M loan refinancing

Bow Tie Partners, LLC, New York, New York

May 2016 — Aug 2016

Summer Analyst — Marketing, theater operations, and real estate (Return offer extended)

- Managed broker meetings and lease-up for Times Square property and built a database to streamline operations

Blum Capital Advisors, LLC, New York, New York

June 2014 — Aug 2014

Summer Analyst

- Generated 25-page research summary for expert testimony related to mortgage-backed securities due diligence

EDUCATION

College of William & Mary, Williamsburg, Virginia

Aug 2014 — Dec 2017

B.B.A. in Finance, minor in Music (focus in music theory and jazz guitar)

GPA: 3.94/4.00 **Honors:** Summa Cum Laude, Beta Gamma Sigma, Dean's List all semesters

- Music Juries: Piano - Beethoven's "Sonatina in G", Guitar - Thelonious Monk's "Blue Monk"
- Coursework: Corporate Finance, Capital Markets, Data Analytics, Film Scoring, Music Theory, and Ethics

Universidad Pablo de Olavide, Seville, Spain

Jan 2017 — May 2017

Semester exchange; studies in Spanish, International Management, and International Finance

GPA: 4.00/4.00 **Honors:** Designated honors for paper on culture/management in International Joint Ventures

VOLUNTEER AND FELLOWSHIP EXPERIENCE

Baltimore Chamber Orchestra, Baltimore, Maryland

Feb 2019 — Present

Board Trustee — Technology, Education, and Marketing

- Integrated real-time music technology platform, EnCue, for the Spring 2019 season

Venture for America (VFA), Detroit, Michigan and Baltimore, Maryland

Apr 2018 — Present

Class of 2018 Fellow

- VFA is a 2-year fellowship teaching college graduates how to start companies in emerging U.S. cities

SKILLS AND INTERESTS

- Data analysis; project management; financial modeling; proficiency in Spanish
- Music production and composition, language learning, guitar, and traveling