

# Guillermo Christopher Olivos

1999 Marshall Avenue • Saint Paul, MN 55104

(612) 248-7800 • [gcolivos@gmail.com](mailto:gcolivos@gmail.com)

## SUMMARY

---

Talented and qualified candidate with strong communication skills. Testing, user experience, documentation, project management, and requirement gathering experience.

## WORK EXPERIENCE

---

### Software Developer (Contract)

**March 2018 - May 2018**

*bswing*

*Minneapolis, MN*

- Developed full-stack software solution for political consultant client. Coded in Angular, Firebase, Node.js, and Ag-grid. Versioned in Bitbucket and JIRA Agile/Sprint methodologies.
- Created custom HTML/CSS coding via WordPress Engine for client websites.

### Strategic Consultant

**April 2013 - October 2017**

*Self-Employed*

*St. Paul, MN; Seattle, WA*

- Individual counseling and resume services for clients, quantifying outcomes of experience and streamlining relevant data for potential employers while accounting for user acceptance.
- Analyzed emerging market opportunities for Privateer Holdings, a Seattle-based PE firm. Created ROI algorithms for partnerships and acquisitions based on investment requirements.

### Assistant Director, Programming & Social Entrepreneurship

**March 2011 - March 2013**

*Center for Social Value Creation, Smith School of Business, University of Maryland*

*College Park, MD*

- Sourced and executed business partnerships with area organizations and industry-leading consulting firms (Deloitte, Booz Allen Hamilton) to drive revenue and services to CSVC.
- Taught Masters and Bachelors level courses (Social Venture Consulting Practicum, BUSI 718 and Social Value Creation & Entrepreneurship In Thailand, BMGT 469T,) focusing on project management practices and solution delivery for client engagements.
- Led expansion of *ChangeTheWorld.org* experiential non-profit consulting program. From 2011-2013, recruited 8 universities for partnership, resulting in 90% annual increase in project load and 166% annual increase in student participants from 50 to 133. Served as advisor or contact point for up to 10 teams on campus in addition to 8 contacts across the country.
- Represented UMD's social impact initiatives in local media; authored Washington Post article, spoke on Maryland Public Television, lectures featured on UMD's YouTube channel.

### Consultant, Shared Services

**June 2010 - August 2010**

*Yale University*

*New Haven, CT*

- Co-sponsored by Accenture. Worked on organizational restructuring of Finance and Business Operations Division. Led creation of Drupal-based interactive content management database across 60 unique business divisions.

### Co-founder and Board Director

**June 2009 - January 2013**

*Evacuteer.org*

*New Orleans, LA*

- Created new 501(c)3 approved organization to assist in future evacuations of 25,000 New Orleans residents without transportation. Gathered requirements with FEMA/DHS and tested operational plans and training through population flow simulation. Formalized partnership with City to provide standing corps of unskilled labor to assist officials in a future evacuation.
- Recruited network of diverse community stakeholders, including non-profits, parochial groups, and government officials, resulting in over 20 evacuteer.org partners.

### Foreclosure Prevention Strategist

**February 2008 - July 2008**

*Brothers Redevelopment Inc.*

*Denver, CO*

- Negotiated interest rates with lenders directly as loan mitigation specialist for homeowners facing foreclosure. Co-authored grants and white papers to Colorado Housing Authority.

### **Grants Manager, Environmental Consultant**

**October 2005 - December 2007**

*Hands On Gulf Coast*

*Biloxi, MS*

- Served as Project Investigator for academic study identifying best practices for low-income home mold remediation, conducting testing and data collection amongst 106 experimental units within a partnership with the Biloxi Housing Authority.
- Directly managed \$250,000 of Hurricane Katrina recovery projects, including low-income revitalizations of home, parks, and school spaces. Secured and managed execution of \$50,000 EPA Justice Grant for air quality education across Coastal Mississippi.
- Managed up to ten crew leaders during high volume periods, who in turn managed six person crews. Over two years, personally oversaw approximately 2,000 volunteers.

### **Analyst, Global Capital Markets**

**March 2004 - June 2004**

*Morgan Stanley*

*New York, NY*

- Worked in telecom/ media/ technology and gaming sectors, analyzing and reporting on bond rates and producing tender/refinance models with other relevant data for client pitchbooks.

### EDUCATION

#### **Prime Digital Academy**

**September 2017 - February 2018**

*Full Stack Software Engineering Certificate, Prime Digital Academy, Minneapolis, MN*

- Intensive software development boot camp. Created full-stack applications on various platforms including Mongo, SQL, Express.js, AngularJS, and Node.js among others.

#### **Yale University**

**August 2008 - December 2010**

*Master in Business Administration, Yale School of Management, New Haven, CT*

- Awarded Full Tuition Scholarship for community service work in post-Katrina Mississippi.
- Relative electives: Corporate Finance, Competitive Strategy, Quality Management.
- Club leadership in Student Government, Net Impact, and Global Social Enterprise.

#### **Dartmouth College**

**September 2001 - June 2005**

*Bachelor of Arts, Dartmouth College, Hanover, NH*

- Overall GPA: 3.37. Double major in English & Psychology. Economics Tutor 2003-2004.

### VOLUNTEER EXPERIENCE

- NGO Consulting: In 2008-2009, provided pro-bono services to Goodwill Group Foundation (Revenue Strategy, Bangkok, Thailand) & Teach Our Children (Marketing, New Haven, CT.)
- Disaster Recovery: On-ground manual labor volunteer in post-Katrina Mississippi (October-December 2005) and post-earthquake Haiti (November 2010.) Provided on-ground advising on mold removal to community leaders in post-Sandy New York City (December 2012.)

### ADDITIONAL INFORMATION

- Enjoy active and healthy lifestyle of running, rock climbing, soccer, softball, and other activities. Grandma's Marathon finisher in 2017, Twin Cities Marathon Finisher in 2015 and 2016.
- Supplemented income working as shift lead barista for Dunn Brothers Coffee from 2014-2017.
- Aficionado of travel and the outdoors. Travel experience in Tanzania, Japan, Peru, Alaskan Interior, Cuba, Boundary Waters, Thailand, Dubai, Sweden, Haiti, Egypt and Ghana.