

HARRY SCHWARTZ

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EDUCATION

University of California, Berkeley, Haas School of Business **May 2026**

Masters in Business Administration and Engineering

- Berkeley Haas Scholarship, 2024

Stanford University, Palo Alto, CA **June 2020**

Bachelor of Science in Engineering, Product Design

- Stanford Award of Excellence (Top 10% of Graduating Class), Pac-12 Academic Honor Roll, 2019-2020
- Wide Receiver for the Stanford Cardinal Football Team, 2x Bowl Champion, Team Technician Award, 2016-2019

EXPERIENCE

Oriane Consulting, Remote

February 2023 - June 2024

Portfolio of biotech startups managed by Julie Sunderland, former Director of the Gates Strategic Investment Fund.

Management Consultant

- Transformed a decades worth of academic, clinical, and corporate documents into comprehensive fundraising materials propelling a regenerative cell therapy company to raise a \$50MM round for in-human clinical trials
- Implemented project management software and lean startup practices for teams coming from slow-paced academic settings, cutting average meeting times in half for both Oriane and its partners
- Reduced a partner's production time by 115 days and cost of goods sold by \$185k after thorough review of manufacturing process with key stakeholders; rewarded with shares of equity
- Spearheaded rebranding of two portfolio companies by studying biotech markets and collaborating with founders to communicate unique differentiations and commercial potential

Mojito, Remote

March 2022 - February 2023

Startup enabling enterprise brands to launch Web3 marketplaces, memberships, and communities.

Program Manager

- Systemized go-to-market process by developing reusable tools, reducing the average launch timeline by 66%, and delivering step change in the growth team's capacity to take on new clients
- Served as the primary liaison between enterprise clients, end users, and internal teams for up to five accounts at a time, ensuring every stage of execution was delivered on time and on budget to keep up with high demand
- Executed \$200,000 sales earning a reputation as a dependable manager and fast-tracking the acquisition of high-value customers including luxury brands, professional sports teams, and entertainment agencies
- Persuaded a major client to realign project scope mid-course, ensuring alignment with long-term goals; traveled to launch site unprompted to oversee and guarantee customer satisfaction

Luke Wood, Los Angeles, CA

June 2020 - March 2022

Former President of Beats by Dre and VP of Apple Music left Apple to pursue new consumer ventures alongside Donald Glover including The Big Global Company, Jellyman, and other companies coming out of stealth soon.

Chief of Staff, Employee #1

- Curated market research of 1,000+ competitors into a single database; equipped leadership team to negotiate the purchase of an international brand with over \$1B of annual recurring revenue
- Crafted financial models in tandem with CFO, inspiring a multi-million dollar joint venture partnership with a manufacturing partner in an industry accustomed to contract-based relationships
- Sourced a niche local specialist for Jellyman, Childish Gambino's Silverlake boba shop, three months ahead of schedule by visiting every major boba brand in Los Angeles county, enabling prioritization of other key initiatives

ADDITIONAL

- **Computer Skills:** JavaScript, HTML, CSS, React, Node.js, Java, C++, Figma, Solidworks, Jira, Airtable, Excel
- **Service:** Elizabeth Street Community Garden, Camp Kesem Stanford, Stanford University Dance Marathon
- **Fun Facts:** Goodreads Power User, Amateur Travel Blogger, Prev. Top 50 in CA for Settlers of Catan, Black Belt