

# HARRISON RUFINO SCHWARTZ

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## EDUCATION

### University of California, Berkeley

*Masters in Business Administration and Engineering*

*Berkeley, CA*

*Class of 2026*

- Berkeley Haas Scholarship, 2024

### Stanford University

*Bachelor of Science in Engineering, Product Design*

*Palo Alto, CA*

*Class of 2020*

- Stanford Award of Excellence (Top 10% of Graduating Class), 2020
  - Varsity Wide Receiver for the Stanford Cardinal Football Team, 2016-2019
  - Pac-12 Academic Honor Roll, 2019
  - 2x Sun Bowl Champion, 2016, 2018
  - Team Technician Award, 2017
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## EXPERIENCE

### Oriane Consulting

*Remote*

Biotech portfolio managed by Julie Sunderland, former Director of the Gates Strategic Investment Fund.

*Associate*

*February 2023 - June 2024*

- Implemented operational strategies that increased efficiency by 200% at both Oriane and partner companies
- Transformed a decade of academic, clinical, and corporate documents into comprehensive fundraising materials, initiating a \$50MM Series A round for a regenerative cell therapy company
- Decreased production time for a single treatment dose by 115 days and reduced cost of goods sold by \$185k

### Mojito

*Remote*

Mojito enables enterprise brands to launch Web3 marketplaces, memberships, and communities.

*Go-to-Market Manager*

*March 2022 - February 2023*

- Served as the primary liaison between enterprise clients, end users, and internal teams, leading every stage of product realization and customer support for up to five accounts at a time
- Reduced the average launch timeline by 66% delivering step change in the growth team's capacity for new clients
- Executed sales as high as \$200,000, fast-tracking the company's acquisition of high-value customers including luxury brands, professional sports teams, and entertainment companies

### Luke Wood

*Los Angeles, CA*

Luke Wood, 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 stealth newcos coming in late 2024.

*Chief of Staff, Employee #1*

*June 2020 - March 2022*

- Drove market and user research of over 1,000 competitors, putting the leadership team in an advantageous position to negotiate the purchase of an international brand with over \$1B of annual recurring revenue
  - Conducted due diligence for a multi-million dollar joint venture with a manufacturing partner
  - Sourced a niche local specialist three months ahead of schedule enabling prioritization of other key initiatives
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## 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:** Black Belt in Mixed Martial Arts, Ranked Top 50 in California for Settlers of Catan on Colonist.io
- **Interests:** Goodreads Reading Challenge, Tech and Comedy Podcasts, Tennis, Pickleball, Surfing, Traveling, Writing