

Hunter Brown

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EDUCATION

University of California, San Diego – Rady School of Management

Bachelor of Science in Business Economics, Minor in Entrepreneurship & Innovation

Expected June 2027

- **Relevant Courses:** Operating Successful Business, Entrepreneurship Start-up Academy, Intermediate Microeconomics, Intermediate Macroeconomics, Statistics, Calculus 1, 2, & 3
- *Transferred from UC Santa Cruz (Fall 2025)*
- **Cumulative GPA:** 3.79/4.00

WORK EXPERIENCE

Fresco AI (YC F24)

Sales Development Representative, Paid Internship

San Francisco, CA

June 2025 – August 2025

- Identified and engaged executive-level stakeholders at ENR Top 400 construction firms, securing 25+ high-value sales meetings, including 5 with \$1B+ ARR companies
- Conducted outreach to construction executives, identifying workflow inefficiencies and crafting solution pitches.
- Outperformed sales KPIs by 30%, contributing directly to go-to-market strategy and early-stage growth execution.

HB Landscaping LLC

Founder and Operator

Sebastopol, CA

June 2020 – August 2023

- Founded and grew a service-based business to 30+ clients across Sonoma County, generating consistent \$4.5K monthly net income.
- Designed and implemented scheduling, marketing, and customer management systems to optimize operational efficiency.
- Led a small team, driving customer satisfaction and service delivery through process improvement and hands-on leadership.

SKILLS/ADDITIONAL INFORMATION

- Technical Skills: AI Prompt Engineering, Experienced user in Microsoft Office Suite (MS, Excel, PWP, Word), Google Workspace, Canva, Apollo, Instantly
- Professional: Sales, Leadership, Customer Service, Lead Generation, Market Research, Customer Discovery
- Interests: Exploring Artificial Intelligence, Business strategy, Networking, consulting frameworks (MECE, 80/20), and case interview prep
- Consulting Prep: Practicing case interview frameworks (MECE, profitability, market sizing), Victor Cheng, Case in Point

LEADERSHIP AND ACTIVITIES

Investment Banking Club at UCSC

Member

Santa Cruz, CA

September 2024 – June 2025

- Selected for UCSC's Investment Banking Academy (15% acceptance), gaining hands-on training in financial modeling, valuation, and deal structuring.
- Collaborated with peers and mentors in case study sessions and pitch simulations to refine strategic and analytical thinking skills.

Student Creativity Empowerment & Entrepreneurship Club at UCSC

Member and Co-Leader

Santa Cruz, CA

September 2023 June 2025

- Organized and led workshops on entrepreneurial strategy, startup validation, and product ideation for a 50+ member student community.
- Built industry-facing events to connect students with founders and investors, driving professional development and real-world exposure.

PROJECTS

YN CAPITAL - Student-Led Angel Syndicate

Investor Relations, Co-Founder

Santa Cruz, CA

August 2025 – November 2025

- Built early-stage infrastructure for a university-driven angel syndicate focused on vertical agentic AI startups.
- Designed and coded a fully functional web platform from scratch, integrating an investor intake system, founder application forms, and a lightweight CRM for pipeline tracking.
- Conducted investor discovery and produced investment memos for five early-stage AI companies, evaluating product, traction, and market fit.
- Generated early investor interest in supporting the syndicate fund.