

Ebony Hargro

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EDUCATION

Duke University, B.A
International Studies
2014-2018

GPA: 3.5
Honors/Awards: Global Education Student Ambassador,
Babcock Scholar, National Achievement Scholar

EXPERIENCE

Novarica

Senior Vendor Research and Consulting Associate

Jan 2020 – Present | Boston, MA

- Leveraged Salesforce and Excel to gather and organize intel on more than 150 vendors to enhance overall accuracy and quality of Novarica's research and advisory services
- Produced quarterly research on regulatory trends in the software and solution provider marketplace
- Managed the production of Novarica Market Navigator reports, including:
 - Creating templates and leading associate trainings to ensure seamless production of reports
 - Maintaining communication with more than 100 report participants, and
 - Reporting relevant information internally to key stakeholders (Managing Editor, Executive Vice Presidents, and CEO)
- Co-developed client recruitment strategy (identifying key vendors for sales pipeline) with Executive Vice President, resulting in 8% increase in vendor advisory clients
- Used deep knowledge of Novarica's extensive research library to:
 - Recommend relevant resources to internal teams for consulting engagements
 - Recommend relevant reports externally to client community

Novarica

Research and Consulting Associate

Sep 2018 – Jan 2020 | Boston, MA

- Collaborated with Novarica's executive team to deliver projects amounting to more than \$1M in consulting revenue
- Captured intel from discovery interviews to uncover client priorities and pain points and translate these into relevant recommendations in project outputs and deliverables
- Provided weekly ad-hoc research support in the form of client memos, webinar presentations, blogs, and executive briefs

Duke Talent Identification Program (TIP)

Research Associate

Aug 2017 – May 2018 | Durham, NC

- Translated complex psychological studies on intelligence and educational policy into weekly memos on talent identification and state testing for teachers and parents
- Created independent research project on under-resourced students and barriers to achievement and presented to company staff
- Used Stata, R, and SAS to support leading research staff with their original research on barriers to achievement

Corporate Accountability International

Research Intern

May 2017 – Aug 2017 | Boston, MA

- Created and presented weekly briefings on breaking news in the climate change and human rights industries to senior staff to inform company strategies
- Produced policy memo for a partner company investigating their cybersecurity practices and offering tangible improvements
- Conducted weekly staff briefings on recent developments in international law

SKILLS & INTERESTS

Languages: French (Beginner)

Technical: Proficient in Microsoft Applications (Excel, Word, PowerPoint, SharePoint, Visio), Salesforce CRM, HTML, CSS

Certifications: Data Visualization with Advanced Excel

Community Service: Rosie's Place - Connecting weekly with low-income and isolated elderly women in long-term care facilities