

# Max Field Marquardt

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## SUMMARY

As a results-driven professional with 5+ years of experience in infrastructure strategy, finance, M&A integration, and project management, I excel in fast-paced, autonomous, and cross-collaborative roles. I am eager to leverage my expertise and passion for innovation to contribute to cutting-edge technologies and to establish distinct advantages in highly competitive markets.

**Portfolio:** mloit.ai (Max's Lab of Things) is a sandbox for launching tools, prototyping ideas, and exploring applied AI/LLMs

**Interests:** Scalable AI/cloud strategies, market research, financial modeling, critical infrastructure, behavioral economics

## PROFESSIONAL EXPERIENCES

**Microsoft**, Finance Manager, Data Center (DC) Infrastructure, *Seattle, WA and New York, NY* *September 2023 – Present*

- Minimize DC decommission depreciation write-off budgets by up to X% while mitigating migration disruptions
- Research peer cloud providers and enforce up to \$X M/MW in unrealized DC savings (e.g., contracts, land dev, labor)
- Evaluate XXX+ suppliers' financial statements and control risks for an aggregate anticipated spend of \$XB+
- Present an OPEX financial model to support a \$XM+ data center warehousing logistics investment in two key metros
- Pilot and scale a novel equipment volume incentive program with an expected \$XM+ in annual OEM rebates

**Microsoft**, M&A Strategy and Ops Manager, Finance Rotation, *Washington, D.C.* *March 2023 – September 2023*

- Identified risks and organized 2 joint-learning summits for the \$69B acquisition of Activision Blizzard (ATVI)
- Coordinated onboarding gatekeeping and managed data cleanliness among 500+ stakeholders across 10 business units
- Developed 2 internal scorecards to track M&A integration progress across Nuance, Mojang, and Xandr

**Microsoft**, Finance Manager, Finance Rotation, *Washington, D.C.* *April 2021 – March 2023*

- Supervised and streamlined Federal Azure processing transition from 6 contracted vendors to in-house teams
- Protected \$250M in revenue across the Education segment while achieving 100% close rate for all LATAM customers
- Implemented SharePoint automation to secure \$500M in State Government segments across 35+ account executives

**Microsoft**, Program Manager Intern, Finance and Ops, *Remote* *May 2020 – August 2020*

- Captured \$5.1M in value leaking from contract negotiations through implementation of a large language model
- Collaborated with FD&E to develop a proof-of-concept model to achieve 91% accuracy in recommending amendments
- Reduced deal complexity drivers by 47% and saved ~14,500 commercial seller hours by identifying amendment gaps

**Cummins**, Technical Product Validation Intern, Emission Solutions, *Columbus, IN* *May 2019 – July 2019*

- Constructed a \$2.2M testing roadmap for new product integration in Mexico and Latin American markets
- Conducted a rigorous analysis of 3 diesel engine exhaust components to optimize ceramic coating and durability
- Published internal Engineering Functional Excellence Tool to audit ITAR compliance for 2 high-risk regions

## LEADERSHIP & VOLUNTEERING

**Microsoft Civic Engagement Volunteer Team**, Voting Communication Workstream Lead *August 2021 – Present*

- Received the US Chamber of Commerce Foundation's "Best Civic Engagement Program" in corporate America award
- Vetted communications reaching 120,000 peers in 18 states promoting bipartisan voting registration and participation

**Junior Achievement of Northern Nevada**, Microsoft Program Coordinator *July 2021 – August 2022*

- Organized and connected peers with 4 volunteer opportunities at local STEM elementary schools in Reno and Tahoe
- Delivered a lecture on financial literacy and budget management to 18 Pell Grant recipients at Western Nevada College

## PERSONAL DEVELOPMENT

**Civic Learning Week DC**, Microsoft representative at forum with Associate Justices Sotomayor and Barrett *March 2024*

**White Paper Research**, Consolidate Market Power in Education, Tactical Response to JEDI DOD Contract *September 2023*

**Azure Upskilling**, AI/ML (AI-900), Databases (DP-900), Security (SC-900), Azure Fundamentals (AZ-900) *March 2022*

## EDUCATION

**Purdue University – Daniels School of Business**, *West Lafayette, IN* *2017 - 2020*

Bachelor of Science, Double Major in Economics and Industrial Management Financial Engineering

- Cumulative GPA 3.75 / 4.00 and Major GPA 3.96 / 4.00
- Activities: Faculty Senate Library and Office of the Provost Award Voting Committees
- Purdue Student Publishing Foundation (student newspaper): Board of Directors, Finance Chair