

JOSHUA BENADIVA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Business Analytics

2022-2024

- GMAT: 740 (97th percentile); Selected for merit-based full scholarship
- Relevant coursework: Product Management, Modern Data Mining, Entrepreneurial Communication
- Leadership: Fintech Club's Podcast & Media President; AI & Analytics Club's Vice President; Israeli Innovation Club's CRO

PENN ENGINEERING, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Science Candidate; Computer Science (MCIT)

2022-2024

- Selected for exclusive merit-based Dean's Master's Scholarship
- Relevant coursework: Computer & Network Security, Computer Systems Programming, Database & Information Systems

UNIVERSITY OF CHICAGO

Chicago, IL

Bachelor of Arts in Economics

2013-2017

- Relevant coursework: Econometrics, Statistical Models and Methods, Game Theory
- Leadership: The Blue Chips Investment Club (Sector Leader - Technology); AEPi Fraternity (President, Treasurer)

EXPERIENCE

AMAZON WEB SERVICES

Seattle, Washington

Senior Product Manager – Network, Direct Connect (*Received full-time return offer*)

Summer 2023

- Created new pricing products and model for the Direct Connect service that unlocked \$22m in revenue previously lost to competitors; presented model and aligned Direct Connect engineering and product leadership around new pricing roadmap
- Transformed AWS Direct Connect's pricing products through 55 in-depth user interviews and analyzing 1M+ data points through Python scripts and SQL queries, leading to the successful launch of two new pricing products
- Received full-time return offer as a Senior Product Manager in an intern class where under 10% of interns received return offers

GIRAFFE INVEST (*Retail investing Fintech start-up valued at \$50m+*)

New York, New York; Tel Aviv, Israel

Vice President of Product, Founding Team

2021 - 2023

- Spearheaded product vision, roadmap, POC and GTM strategy during fundraising; \$10.5m raised from top US fintech VCs
- Led design and implementation of database and microservices architecture designed to scale to 10,000 users in six months and support flexibility in our product roadmap; launched four different product lines in four months
- Launched retail investing platform; established and organized core features by conducting 100+ user interviews and writing comprehensive PRDs; launched beta with 2,000 users with 90% conversion to paying customers
- Designed investment portfolio generation algorithm for investing strategies based on client's financial and ESG parameters (discovery done through data analysis and interviews); managed two engineers and QA to program, test, and deploy algorithm
- Coordinated operations and product teams from Drivewealth, Stripe, Wells Fargo, and Nilus to implement payment architecture within each partner's technological and compliance limitations; directed development of first unique payment architecture
- Scaled product team by hiring two UI designers and eight engineers; quick implementation of corporate gifting dashboard and digital wallet features led to a 50% larger corporate beta launch and two more design partners signed

ISRAEL DEFENSE FORCES

Jerusalem, Israel

Commander, Combat Sniper; Elite Special Forces Unit

2018-2021

- Received top of class honors out of 50 special operators in the IDF special forces sniper school
- Graduated top of class from selective (fewer than one percent accepted) 16-month training program focused on navigation, krav maga, urban warfare, and command of small squad forces
- Commanded sniper squads in over twenty classified special operations with a focus on neutralizing terrorism threats; made real-time mission-critical decisions leading to 90% mission success

VIOLA GROUP (*Venture capital fund specializing in Fintech with over \$3b AUM*)

Herzliya, Israel

Part-Time Analyst, Viola Credit

2020-2021

- Performed market and competitive analysis, business model analysis for four investments; over \$60m deployed in two ventures

ADDITIONAL INFORMATION

- Technical Skills: Python, SQL, Java, Node.js, React.js, C++, R, Jira, Figma, Data Analytics, Series 65, AWS Certifications
- Languages: Fluent in Spanish and Hebrew; Conversational Proficiency in Arabic
- Interests: Led six international kayaking trips; Completed the Israel National Trail hike (1,110 km in 45 days); Playing Jimi Hendrix and Carlos Santana on my Gibson SG and Fender Telecaster; Building fun applications like [Travelease.ai](https://travelease.ai) (travel itinerary generator that reached 100,000 users in two days)