#### Julia Tulloh

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#### **EDUCATION**

## 2020 - 2021

#### **London Business School**

Reading for Master's in Analytics and Management degree

Sample Coursework: Applied Statistics with R, Data Science for Business, Data Visualization and Storytelling, Decision Analytics and Modelling, Machine Learning for Big Data.

#### 2015 - 2019 University of Pennsylvania, Philadelphia, PA, United States of America

BSc in Economics with a concentration in Business Analytics, The Wharton School BA with distinction in Philosophy, Politics, and Economics Magna Cum Laude

#### **BUSINESS EXPERIENCE**

#### 2018 - 2020 KPMG, New York, NY, United States of America

#### Associate, Innovation Labs, Growth and Strategy

Partnered with a top 3 cloud provider to complete a customer data dashboard pilot and developed a digital transformation strategy for a major global life insurance provider in Mexico City, Mexico.

- Conducted ethnographic research and analyzed survey results of 500+ Mexican workers to understand the Mexican Life Insurance market and develop customer journeys and personas.
- Helped run 2 visioning workshops to develop a long-term digital strategy across customer experience, data, operations, and agent experience.
- Collaborated on and presented a customer dashboard demo to 30+ insurance executives in Spanish. Customer experience initiative ideation and prototyping for a global automobile OEM.
- Worked with a team to ideate around and execute 3 data-driven customer experience initiatives, running several Design Thinking workshops to enable implementation.
- Helped the OEM implement an experimentation culture within their organization through educating a
  group of employees on Design Thinking and hypothesis testing.

KPMG ESG and Sustainability research and strategy project.

- Evaluated primary and secondary research to create a point of view to inform KPMG US's sustainability and decarbonization strategy.
- Analyzed and calculated the potential market opportunity for KPMG in the ESG space, contributing to founding KPMG US's ESG and Climate Services Practice.

#### Intern, Innovation Labs (2 months)

Research project on the future of insurance claims.

- Conducted primary and secondary research to create a point of view for KPMG around the Future of Claims to inform thought leadership development and client sales strategy.
- Managed a research workstream to understand the impact of technology on human resources in the Claims function.

#### 2017 NEXT Corporate Finance, Barcelona, Spain

# Boutique Investment Banking firm serving middle-market clients in Barcelona, Spain Summer M&A Intern (2 months)

- Performed industry research and assisted in preparing presentations and investment profiles, compiling financial information, corporate strategies, and core competencies of various companies.
- Participated and presented in conference calls with global, mid-market clients in various industries including healthcare, real estate, and energy.

# 2016 The Wharton School, Philadelphia, PA Research Assistant, Energy Finance

- Compiled data on energy finance, reviewed academic papers, and performed statistical analysis using Excel and STATA.
- Supported data analysis for "Does hedging affect firm value? Evidence from a natural experiment", which received the Michael Brennan Best Paper award in the Review of Financial Studies.

## **ADDITIONAL INFORMATION**

- Member of the University of Pennsylvania Women's Varsity Volleyball team for four years
- Wrote an undergraduate honor's thesis on the Design Choices of Smart Contracts to evaluate the design trade-offs that different smart contracts approaches have taken throughout history to facilitate credible commitments between mutually suspicious parties.
- Languages: native English, native Spanish, native Catalan
- Microsoft Excel, PowerPoint, R