

Georgia Institute of Technology

Atlanta, GA (Remote)

Master of Science, MS – Computer Science (AI/ML)

2026

Relevant coursework: Quantitative Finance and Modeling, Data Analytics in Business, Visual Analytics, Machine Learning, Algorithmic Trading, Data Science Fundamentals, Corporate Finance, Valuation

University of California, Los Angeles

Los Angeles, CA

Bachelor of Science, BS – Computer Science, Cognitive Science

2023

Relevant coursework: Corporate Finance, Financial Accounting, Managerial Accounting, Venture Capital, Financial Analysis, Real Estate Investment, Entrepreneurial Venture Initiation, Microeconomics, Macroeconomics, Corporate Policy and Ethics

Experience

Ontra Mobility (Y Combinator S24) – Transportation SaaS

San Francisco, CA

Investment and Strategy Analyst

2024 – 2025

- Sized \$3.2B+ TAM across fleet management and logistics automation; built bottom-up market models that directly shaped product roadmap and go-to-market prioritization for a Y Combinator S24 company.
- Led comprehensive pricing and packaging analysis for route-optimization and dispatching products, unlocking 12–17% ARPU uplift through tier restructuring and feature bundling recommendations now in implementation.
- Authored board, and investor, ready memos modeling growth scenarios, EBITDA bridges, and capital allocation; projected 24–30% IRR across base, upside, and downside cases to support seed and Series A fundraising.

Zultys – Telecommunications SaaS

San Francisco, CA

Growth Analyst

2023 – 2024

- Analyzed telecom usage, seat utilization, and feature adoption across 2,000+ SMB and mid-market clients to identify revenue-expansion opportunities worth \$1.1M+.
- Designed financial and operational performance dashboards (SQL + Python) tracking churn, ticket volume, and support costs, reducing reporting time by 70%.
- Modeled cost-to-serve and carrier-routing optimizations, delivering projected annual savings of \$250K–\$400K through traffic reallocation and vendor renegotiation.

Bruin Real Estate Association

Los Angeles, CA

Real Estate Investment Analyst

2021 - 2023

- Analyzed commercial and residential investments across multiple asset classes, evaluating cash flows, cap rates, and IRR scenarios using Excel-based pro forma models.
- Performed market research and comparable sales analysis to identify undervalued opportunities and assess pricing relative to submarket fundamentals.

Finphil – Fintech Platform

Los Angeles, CA

Investment Analyst

2021 - 2022

- Performed diligence on lending, payments, and underwriting tools with ARR ranges of \$3M–\$22M, analyzing risk models, contribution margins, and retention cohorts.
- Built financial projections and scenario analyses for new product lines, forecasting \$500K–\$900K incremental ARR under moderate adoption assumptions.

Skills & Interests

Technical: Microsoft Excel, PowerBI, Python, SQL, R, Tableau, Argus

Language: *Native:* English, *Proficient:* Spanish, Portuguese, Russian, Hebrew, *Basic:* Farsi, Italian

Interests: Markets, Golf, Ice Hockey, Solo World Travel