

## Experience

### Ontra Mobility (Y Combinator S24)

San Francisco, CA

#### Investment and Strategy Analyst

2024 – 2025

- Built market models for mobility-software expansion, sizing TAM across fleet management and logistics automation at \$3.2B+, informing product and GTM prioritization.
- Constructed operating and valuation models for partnerships and acquisition targets (ARR \$5M–\$18M), assessing unit economics, cohort retention, and strategic fit.
- Led pricing analysis on route-optimization and dispatching tools, identifying opportunities to increase ARPU by 12–17% through tier restructuring.
- Developed board-ready investment memos summarizing growth scenarios, EBITDA bridge drivers, and projected 24–30% IRR under base/upside.

### Zultys

San Francisco, CA

#### Growth Analyst

2023 – 2024

- Analyzed revenue, cost-to-serve, and utilization data across 2,000+ clients to identify cash-flow optimization and expansion opportunities exceeding \$1.1M.
- Built financial dashboards (Excel, SQL, Python) tracking churn, operating leverage, and margin drivers to support executive-level investment decisions.
- Modeled cost optimization and vendor renegotiation strategies generating \$250K–\$400K in projected annual savings, improving operating margins and return profiles.

### Bruin Real Estate Association

Los Angeles, CA

#### Real Estate Investment Analyst

2021 – 2023

- Underwrote commercial and residential acquisitions using Excel-based pro forma models, analyzing NOI, cap rates, leverage, and IRR across multiple scenarios.
- Conducted market research, rent comps, and sales comps to evaluate pricing, submarket dynamics, and downside risk.
- Supported investment committee presentations and deal screening across multifamily and mixed-use opportunities.

### Finphil

Los Angeles, CA

#### Investment Analyst

2022 – 2023

- Performed diligence on growth-stage platforms, evaluating cash flows, risk models, and unit economics comparable to operating real estate investments.
- Built financial projections and sensitivity analyses to assess return potential, capital requirements, and downside protection.

## Skills & Interests

**Financial & Analytical:** Excel, ARGUS, PowerBI, Tableau, Python, SQL, R

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

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

## Education

### Georgia Institute of Technology

Atlanta, GA

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

Relevant coursework: Quantitative Finance & Modeling, Valuation, Algorithmic Trading, Data Science, Visual Analytics, Corporate Finance

### University of California, Los Angeles

Los Angeles, CA

Bachelor of Science, BS – Computer Science, Cognitive Science

Relevant coursework: Real Estate Investment, Financial Accounting, Corporate Finance, Venture Capital, Financial Analysis, Microeconomics, Macroeconomics