

## MARIANA BECERRIL

Economist and Computer Science student with experience in tech, strategy consulting, and finance. Skilled in:

- Data analysis and visualization (SQL, Python, Superset, Excel, Tableau)
- Business intelligence, market and opposition research
- Cross-functional, global project management
- Process improvement and business transformation
- Stakeholder engagement (up to CXOs and governors)

### EXPERIENCE

**Airbnb** San Francisco, CA September 2018 - Current  
**Legal and Finance Project Manager**

- Drive project implementation from scoping to business hand-off including communicating project status to executive leadership in global projects on policy compliance, legal entity establishment, product launches, etc.
- Build project plans and assist project teams with functional work (e.g., reporting, contract reviews).
- Manage internal and vendor resources, gather requirements and partner with procurement on RFPs.
- Projects include: international expansion, hedging, IPO preparation, and system implementations.

**Apple, Inc.** Austin, TX April 2016 - September 2018  
**Global Finance Project Manager**

- Drive a portfolio of 70+ finance and cross-functional projects including compliance rollouts, system upgrades (internal ERP and customer-facing), and product/service launches.
- Ensured seamless adoption and readiness through communication and stakeholder engagement strategies, testing, training, hand-off, and warranty support plans.
- Projects include: ApplePay launch in 17 countries; Search Ads launch in 7 countries; retail expansion in 3 countries; SAP implementations; and tax regulation compliance strategies in Latin America.

**Deloitte Consulting, LLC** Austin, TX February 2013 – April 2016  
**Strategy and Operations Consultant**

- Led strategy development, policy analysis and implementation, change management, cost benefit analysis, and business process redesign for a variety of clients in tech, public sector, and pharma/healthcare.
- Advise organizations in their response to highly impactful policies, new technology, and budgetary constraints.
- Projects include: healthcare reform analysis and implementation in states; strategy development and cost reduction pharma and higher ed institutions; and business model transformation for healthcare and tech.

**Lantia Consultores** Mexico City (Remote) February 2011 – November 2012  
**Strategy Consultant**

- Supported the stand-up of a federal finance agency and designed its operating model and strategy.
- Developed strategic plans for municipalities through citizen polls, coding, and data modeling.
- Drove the functional design of performance management systems by surveying and interviewing staff, designing KPIs, benchmarking program metrics, performing cost-benefit analyses, and defining processes.

**Instituto Federal Electoral** Mexico City April 2009 – December 2010  
**Project Manager**

- Led a team of seven in the design of an executive information system to track the federal election.
- Facilitated requirement and design sessions and liaised between executive leadership and technology teams.
- Served as Information Liaison analyzing policies and briefing the President and CIO on transparency requests.

**CIDE** Mexico City September 2008 – June 2009  
**Research Assistant**

- Researched anti-corruption and good-governance discourse, programs and indexes.
- This resulted in the publishing of a book with our findings and policy recommendations.

**Sistemedic, AC** Mexico City September 2005 – December 2010  
**Emergency Medical Technician, Instructor and Crew Chief**

- Provided emergency care and transportation for the sick and wounded.
- Managed a crew (up to 10 paramedics) and fleet (up to three ambulances) for my shifts.

### EDUCATION

**Master, Economics and MPA**  
 SYRACUSE UNIVERSITY  
 University Fellow (only one in class)

**BS, Computer Science**  
 OREGON STATE UNIVERSITY  
 Expected Summer 2021

**BA, Political Science**  
 EL COLEGIO DE MEXICO  
 Academic Excellence Scholar