

Michael Rich

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EDUCATION

Lehigh University, Integrated Business and Engineering (IBE) Honors Program

Bethlehem, PA

Bachelor of Science in IBE Financial Engineering; Minor in Computer Science

Expected: Class of 2023

GPA: 3.97/4.0

Relevant Coursework: Advanced Investments, Corporate Finance, Data Structures, Stochastic and Deterministic Models, Financial and Managerial Accounting, Applied Microeconomic Analysis, Discrete Structures, Business Analytics, Applied Engineering Computer Methods, Engineering Probability, Applied Statistics, Linear Algebra

EXPERIENCE

West Monroe Partners

New York, NY

Management Consultant Intern

Jun 2022 – Aug 2022

- Analyzed a critical data collection process for a top five private equity firm's portfolio companies and developed a python program to automate the process, saving the firm 175+ man hours yearly with cost savings of \$52,000
- Supported the Global Investment Resources team to provide strategic health benefit cost savings to portfolio companies
- Created internal governance decks, developed resource allocation models, and supported negotiations with ERP vendors for a Fortune 50 divestiture to execute a \$50M+ IT infrastructure transition under a strict TSA deadline
- Balanced concurrent projects through clear communication and efficiency to provide punctual deliverables for each client

Streamlined Technologies, LLC

Warren, NJ

CEO and Co-Founder

Feb 2020 – Present

- Led a B2B SaaS tech startup from idea to creation with 775+ paying users in 65 active locations around the country
- Onboarded and managed a team of 8 using the scrum-agile framework to complete defined, 2-3 week product sprints
- Generated \$28,000 in revenue and funding, led our sales pipeline and demos, and managed client relationships
- Acting Product Manager – prioritized our product backlog, led sprint planning/retros, and prototyped dynamic mock-ups
- Funded by the Baker Institute at Lehigh by winning multiple pitch competitions with panelist judges

atlasGO (Partnered with Nasdaq Entrepreneurial Center)

San Francisco, CA

Business Development Intern

May 2021 – Jul 2021

- Led the outbound sales strategy for the company, creating B2B drip automation campaigns and a strategic sales process
- Consolidated user-defined feedback to give 10 specific recommendations on best next steps in the engineering pipeline
- Directed live demos and built client challenges (custom website and app) using internal engineering development tools

MiProbes Biotechnologies, Inc.

Remote

Business Strategy and Financial Analyst Intern

Dec 2020 – Feb 2021

- Built a 3-year financial model to project revenues, COGS, SG&A, and other key KPIs such as EBITDA, net margin, runway, and VC capital required to sustain operations
- Strategized with CEO to determine company's best next steps of potential acquisition, daughter-entity, or equity funding
- Created pitch decks and one-pagers, conducted market sizing analysis, and researched biotech seed funding options

SharedSchool, LLC

Warren, NJ

Co-CEO and Co-Founder

Sept 2018 – Nov 2019

- Led a motivated team in developing, marketing, and branding a SaaS edtech startup from scratch
- Organized team meetings, cold pitched to over 30 Board of Education Meetings, and pitched to investors (KiwiTech)
- Designed web mock-ups on Affinity Designer and delegated team assignments through Asana and Slack

PERSONAL AND LEADERSHIP

New Ventures Club (Executive Board Member)

Jan 2020 – Present

- Co-Founded and directed the Startup Winternship Program which pairs a cohort of 30 Lehigh students with 15 diverse startups for a winter internship. Coordinated program speakers, workshops, and networking. Acceptance rate of 24%
- Networked with several startups and CEOs to pitch the Startup Winternship Program and secure their involvement
- Focused on creating a student-entrepreneurship community to provide a breeding ground for new ideas

Lehigh Investment Management Group (Portfolio Manager)

Nov 2020 – Present

- Selected as an executive board member for The Rights Portfolio, managing a stock portfolio with \$125,000 AUM
- Pitched equities using valuation and modeling techniques such as comparable analysis and discounted cash flow analysis

TECHNICAL SKILLS AND INTERESTS

- Prior experience with using the following programs and languages: Python, Adobe XD, Affinity Designer, GitHub, Java, HTML, CSS, R (beg.), MATLAB (beg.)
- Interests: entrepreneurship, graphic design (UI/UX), music, guitar

