

## NEIL SETHI

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### EDUCATION

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#### THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

*Master of Business Administration, concentration in Business Analytics, Entrepreneurship, and Marketing*

Sep 2018 – Jun 2020

- Co-chair of Booth Technology Group, Outdoor Leadership Development Member, Admissions Fellow, Teaching Assistant
- Design Bootcamp member through Innovation and Design Club to create diversity and inclusion improvements for Booth students
- New Products and Services Lab: conducted design research for insurance underwriter to improve financial products including primary research, ideation, and presentation of a final product innovation to the company's key stakeholders

#### CARNEGIE MELLON UNIVERSITY TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Bachelor of Science in Business Administration, Minor in Computational Finance*

Aug 2007 – May 2011

- Graduated with Honors; Dean's List: Fall 2007, Spring 2008, Fall 2008, Spring 2009 (top 15% of class)
- Operations Director for "Bhangra in the Burgh": designed and ran minute-to-minute operations for the largest student-run organization/event on Carnegie Mellon's campus, an \$18K budgeted Indian dance competition raising over \$32K for charity

### EXPERIENCE

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#### CARGURUS, INC.

Cambridge, MA

*Business Development MBA Intern – Emerging Product*

Jun 2019 – Sept 2019

- Formed emerging product strategy for \$28MM revenue opportunity in underserved dealer segment, working cross-functionally across Product, Engineering, Sales, and Marketing to present product proposal and implementation plan to executive board
- Created A/B Vapor Test for new product launch, including wire-framing, engineering resourcing, and implementation details, impacting the end-user experience for up to 30K daily active users
- Analyzed 350K consumer finance data observations alongside 30 qualitative customer interviews to uncover required module in \$66MM revenue opportunity for automotive digital retailing

#### ACCESQ, LLC. (Pre-Seed Financing, Product in Testing)

New York, NY

*Co-Founder, Chief Operating and Financial Officer*

Jul 2017 – Jun 2019

- Discovered unmet need in the \$16BN start-up legal services industry and co-founded a web-based platform connecting 180K small businesses in the NY Metro Area with independent attorneys to provide a range of legal services
- Conducted 30 stakeholder interviews across entrepreneurs and attorneys to identify legal services end-user pain-points, segmented client and attorney populations based on needs, and identified start-up and junior attorney potential niche
- Designed features congruent with prioritized needs, including affordable business formation and tax management for attorneys
- Hired and managed eight developers in \$10K contract for 40 front-end screens and back-end API development

#### CITIGROUP, INC.

New York, NY

*Corporate Restructuring Vice President*

Jun 2011 – Jul 2018

- Spearheaded 200 relationships in Citi's high-risk portfolio, forming cross-functional teams across corporate banking, capital markets, and risk, to formulate, educate, and execute specialized financing options for troubled clients
- Redefined institutional target market through competitive landscape research and drove adoption from senior relationship managers, leading to improved revenue capture and portfolio de-risking of \$3BN
- Created and implemented strategic plans to maximize Citi's loan recoveries, obtained buy-ins from senior Citi managers, and executed proactive management of \$8BN domestic high-risk loan portfolio, leading to avoidance of \$1.1BN in losses
- Led stakeholder engagement with US government regulators resulting in an early promotion to Vice President by 2 years

#### *Americas Restructuring Analytics Team Lead*

Jun 2016 – Jul 2018

- Managed and trained 11 Associates across New York City, Mexico City, and Mumbai in valuation and credit analysis
- Built Visual Basic models using 1.5K economic data points to predict cash flows for 300 clients, preventing \$1.5BN loan losses
- Implemented model quality controls for \$12BN global portfolio, improving the integrity of \$300MM in Net Income adjustments

### ADDITIONAL

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- Proficient in VBA, R, and Excel; Intermediate in HTML, CSS, Indigo Studio, and Ruby; Elementary in JavaScript and React
- Full-stack engineer and creator for algorithmic meeting scheduling application ([www.findusatime.com](http://www.findusatime.com))
- Fitness Instructor for 5 people through weekly sessions; avid hiker in over 20 national parks including 4 volcanos