

# TOMAS E. PIEDRAHITA

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## EDUCATION

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**University of Pennsylvania**, Philadelphia, PA  
Bachelor of Arts in History

December 2015

**University of Pennsylvania**, Philadelphia, PA  
Certificate, Penn LPS Coding Bootcamp

Expected January 2020

## PROFESSIONAL EXPERIENCE

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**Arroe**, Philadelphia, PA

2019

*Co-Founder*

- Managed third party vendors, manufacturers, and independent contractors to fulfill trial runs and product orders
- Recruited Advisory Board and engaged advisors strategically on mix formulation and scientific research

**Bain & Company**, New York, NY

2016 – 2018

*Associate Consultant (select assignments below)*

*Social Media Platform*

- Managed analysis of Glassdoor reviews for themes and LinkedIn profiles to calculate and benchmark employee attrition by location and department; reviewed and synthesized dozens of forum posts for insights into target's culture
- Led interviews to understand employee sentiment and morale

*National Physician Practice Management (PPM)*

- Wrote and ran a national survey to evaluate physicians' perceptions of PPMs and compensation structures
- Managed survey panels and coding vendors to ensure timely fielding and survey delivery; analyzed survey data

*Coding Bootcamp*

- Conducted expert interviews to assess B2C pricing, student experiences, and brand positioning of coding bootcamps
- Modeled salesforce performance scenarios to size target's B2B post-merger revenue synergies

*Fortune 500 Salesforce Redesign*

- Built financial model to size savings from planned B2B salesforce redesign; applied insights to inform go-to-market
- Interviewed internal stakeholders to understand salesforce priorities and operations, ways of working, and technological processes; modeled salesforce redesign based on stakeholder interviews and detailed territory analysis

*Oil & Gas Pre- and Post-Merger Integration*

- Built synergy model to track reduction-in-force (RIF) savings for the merging Finance divisions of two oil firms
- Interviewed stakeholders to identify operational pain points and prepare day one transition plan for Finance

*Associate Consultant Intern, General Practice*

Summer 2015

- Built a customer segmentation model for a Fortune 500 insurance firm using data from a national customer survey

**Office of Director of Finance, City of Philadelphia**, Philadelphia, PA

Spring 2015

*Extern*

- Co-authored City's Five-Year Financial and Strategic Plan (FY 17-21) and Six Year Capital Budget Program
- Authored internal report on Philadelphia's pension contributions and fund returns to benchmark city performance

## VOLUNTEERING, SKILLS & INTERESTS

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**Volunteering:** Pro bono consulting assignments (Inspire); American Red Cross Donor

**Skills & Interests:** Excel; Spanish (native speaker); Avid runner