

SEAN P. DILLARD

(501) 743 2263 • seandillard@gmail.com

Little Rock, AR

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS

Master of Business Administration (MBA)

GSB Impact Fund Investment Committee Chair, Vice President GSB Pride, Tech Club, Consulting Club

STANFORD, CA

2017 – 2019

DUKE UNIVERSITY

Bachelor of Science in Mathematics, Minor in German

DURHAM, NC

2008 – 2012

EXPERIENCE

RED VENTURES

ATLANTA, GA

Associate Director, Strategic Development, Healthgrades

2020 – 2022

- Launched and scaled innovative digital marketing product with \$5M in sales in first year, from ideation and gathering buy-in from senior leadership to \$15M in Y3
- Managed client relationships and pricing through product roadmaps and performance reviews resulting in 100% YoY renewal rate
- Built backend management systems and target selection algorithms using Alteryx resulting in open rates 3x the industry benchmark and third party verified 15x ROI in marketing dollars

THE BOSTON CONSULTING GROUP

ATLANTA, GA

Consultant, Summer Consultant

2018 – 2020

- Managed \$100M cost savings for indirect procurement for consumer technology company transformation
- Revamped pricing strategy for nationwide travel company resulting in EBIT increase of \$40m+
- Conducted future-looking liquidity analysis using extensive financial modeling for major US airlines for debt obligations during COVID-19 pandemic
- Global BCG PRIDE coordinator for Stanford GSB recruitment

PRINCETON CONSULTANTS

NEW YORK, NY

Technology consulting firm specializing in custom optimization software solutions; over 50% of staff have PhDs in technical fields

Senior Associate

2016-2017

- Supervised team of 14 senior engineers on client's piece of \$10B+ technology to automate freight and passenger train
- Oversaw railroad safety technology from design through implementation on 32,000 miles of track
- Design lead for 5-year implementation roadmap, encompassing over 40 subcomponents with interoperability all over North America

Analyst/Associate

PRINCETON, NJ

- Liaised between client and vendors to translate operational decisions into software design
- Led technical analysis supporting the software development lifecycle including requirements gathering, testing, and production support

ADDITIONAL

NETWORKS THAT WORK

STANFORD, CA

Mentor

2018

- Guided low-income high school students through college application process via brand strategy, introspective exercises and time management techniques

A CARING HAND, THE BILLY ESPOSITO FOUNDATION

NEW YORK, NY

Group Facilitator & Fundraising Committee

2015 – 2017

Volunteered with the only non-profit organization in NYC solely dedicated to helping bereaved children and caregivers

- Provided mentorship for young children who have lost parents or siblings; 3 hours per week, 11-week sessions

ATLANTA POKER CLUB TOURNAMENT DIRECTOR, PLAYER FOR ATLANTA BUCKS RUGBY TEAM