**COURSETAKE INTERVIEW PREPARATION**

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# EXPERIENCE

**ABC,** Chief Operating Officer (COO)*January ‘15 – Present,* Seattle, WA

* **Strategy –** Working with the management team on ABC’s corporate strategy and defining and executing operating plans and infrastructure for ABC’s business units by aligning people, plans and practices around a shared mission.
* **Global Expansion -** Successfully expanded ABC's business to Australia and the UK and on track to expand to 3 more countries in Q2 of 2016.
* **Operations** – Defining systems, controls, operating processes and milestones for core and support functions at ABC and leading teams to execute on all defined business goals and objectives and to surpass sales, profitability and cash flows for 2015.
* **Financial Planning and Analysis –** Managing budget ($8MM), P&L, financial projections, due diligence and ROI for all business units and managing portfolio of associated projects. Successfully led the company to a $7MM round of funding.
* **Team Leadership –** Successfully evolved the global organization from 5 to 40 employees across 5 countries and in the first year of operation. Changed performance model for company in alignment with industry standards, business needs and values.

**XYZ,** *Director of Strategy and Operations* *March ‘14 – December ’15, Chicago, IL*

* **Program Director** - Established new and maintained existing strategic partnerships with CEOs, corporate venture partners and venture capital firms leading to effective programming at XYZ Chicago and achieving 2014 sales goal of 25MM.
* **Portfolio Management and Due Diligence** - Evaluated deals and spearheaded due diligence and technology assessment on 50+ client companies to construct a high quality portfolio of 10 companies.
* **Startup Advisor** – Using XYZ’s comprehensive solutions portfolio, helped client companies design, select, implement, and scale all aspects of technology. Structured and valued deals and negotiated term-sheets for clients.
* **Technology Manager** – Evolved the existing organization structure to improve efficiency in a fast-paced environment and to deliver complex and time critical projects for 10 client companies.

**COMPANYX,** *Senior Manager, Strategy and Operations - Consumer Experiences June ‘12 – March ’14, Chicago, IL*

* **Drove** thetechnology roadmap and launch of **CompanyX’s globalized commerce marketplace** to 34 countries thereby increasing consumer-buying power and achieving year-over-year unit sales growth by 9% in 3Q2013 to 46MM.
* **Partnered with CEOs** and led the post-close **integration of acquired startups** such as Boomerang, Savored and ChowNow into CompanyX’s consumer experience resulting in increased revenue of $5M in 3Q2013.

**TECHNOLOGYY**, *Senior Engineering Manager – Windows 8, Office, Dynamics Online March ’06 – June ’12, Redmond, WA*

* Spearheaded growth for the **Windows Store Developer Experience** across multiple business units targeting a customer base of 400 million users and contributing to a revenue increase of $839M in 2012 and total revenue of $19.2B.
* Launched the **Dynamics Online commerce platform** to the TechnologyY partner network. Represented the 50-member team at the TechnologyY Developers Build Conference (5000+ attendees).

# EDUCATION

**THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS**, *MBA* *September ‘12 – June ’15, Chicago, IL*

* Concentrations in **Finance**, **Entrepreneurship and Strategic Management**. **Dean’s Honor List** in all quarters. Active member of the **Investment Banking**, **Private Equity**, **Venture Capital** & **Investment Management** clubs.
* **Lead Teaching Assistant** for Professor **Scott Meadow**, Partner at **Edgewater Funds**. Courses: Commercializing Innovation, Entrepreneurial Finance and Private Equity. Focus areas: **Financial Modeling, Valuation and Due Diligence**.

**CLEMSON UNIVERSITY,** *MS, Computer Science**July ‘03 – May ’05, Clemson, SC*

* **GPA 4.0/4.0** and Academic Excellence Award. Inducted into Upsilon Pi Epsilon, International Honor Society for Computer Science.

**UNIVERSITY OF WASHINGTON**, *BE, Computer Engineering August ‘99 – May ’03, Seattle, WA*

* **Full Tuition Scholarship** and Research Grant. Graduated with **High Honors**. Ranked 2nd in the Bachelor’s program across 250 students, 2003.

# AWARDS

* **Gold Star award winner** for 2 consecutive years in recognition of driving innovation at TechnologyY, 2006-2008.
* Presented two whitepapers that were accepted at the European Telecommunications Standards Institute’s ‘Model Based Testing User Conference’ in Berlin and Tallinn across 120 experts from 21 countries, 2011-2012.