

# Yale SCHOOL OF MANAGEMENT



## VETERANS CLUB

*Resume Book 2020-2021*

## **2020-2021 Veterans Club Membership**

### ***Class of 2020***

Pg. 4	Michael Bang	Signal	United States Army
Pg. 6	Timothy Brunstetter	Field Artillery	United State Marine Corps
Pg. 8	Eric Etsey	Aviation	United State Air Force
Pg. 10	Katie Kettering	Adjutant General	United States Army
Pg. 12	Charles (CJ) Lee	Surface Warfare	United States Navy
Pg. 14	Dan McGrory	Aviation	United States Army
Pg. 16	Nick Rackley	Field Artillery	United States Army
Pg. 18	Larry Seiler	Field Artillery	United States Marine Corps

### ***Class of 2021***

Pg. 21	Loc Bao	Infantry / Civil Affairs	United States Army
Pg. 23	Andrew Blazuk	Nuclear Surface Warfare	United States Navy
Pg. 25	Katherine Danielson	Public Affairs	United States Army
Pg. 27	Vinh Khang Do	Signal / Operations Research	United States Army
Pg. 29	Michael Falvey	Infantry	United States Marine Corps
Pg. 31	Dan Kurber	Infantry	United States Army
Pg. 33	(Daniel) Jason Lapadula	Infantry	United States Marine Corps
Pg. 35	James MacGibbon	Infantry	United States Army
Pg. 37	Quinlan Melvin	Nuclear Submarine	United States Navy
Pg. 39	Jon Miller	Infantry	United States Army
Pg. 41	Neil Noronha	Military Intelligence	United States Navy
Pg. 43	Grant Petersen	Logistics	United States Army
Pg. 45	Vipul Sharma	Aviation	United States Air Force

2020

## MICHAEL E. BANG

Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2020



Michael Bang is a United States Army veteran and former Signal Officer. Michael was born in South Korea and immigrated to the United States when he was six years old. He has lived in the following cities: Fort Lee, NJ; Athens, GA; Cypress, CA. He attended middle school and high school in Southern California and considers Cypress his home of record.

Michael graduated from the United States Military Academy in 2012, majoring in Engineering Management (Environmental Track). Upon graduation, Michael commissioned as a Second Lieutenant in the Signal Corps.

During five years of military service, Michael enjoyed numerous assignments while fulfilling roles in a variety of specialties. While assigned in the Republic of Korea and Hawaii, Michael held leadership roles in operations, logistics, administration, and both strategic and tactical communications, among others.

After separating from the Army in early 2018, Michael worked for a fitness start-up company prior to enrolling at the Yale School of Management in the fall of the same year. In addition to first year studies at SOM, Michael was involved with the Veterans Club, Finance Club, Korean Club, Fit For Thought, and SOM's Student Ambassador program. Now, as a second year MBA candidate, Michael is Co-Chair of the Korean Club and a Co-Leader of Fit For Thought.

Michael interned at UBS Investment Bank's New York office in the summer between the first and second year of the MBA program, and was staffed on a debt refinancing project in the Technology, Media and Telecommunications Group. Following completion of his MBA, Michael is most interested in full time roles in Corporate Finance.



**YALE SCHOOL OF MANAGEMENT**  
**VETERANS CLUB**

## **MICHAEL BANG**

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### **EDUCATION**

#### **YALE SCHOOL OF MANAGEMENT**

##### **Master of Business Administration (MBA)**

**New Haven, CT**  
**2020**

- Club Leadership: President, Korean American Business Association; Co-Chair, Fit For Thought
- Yale SOM Student Ambassador
- Awarded Yale School of Management Merit-Based Scholarship

#### **UNITED STATES MILITARY ACADEMY**

##### **Bachelor of Science (BS), Engineering Management**

**West Point, NY**  
**2012**

- Dean's List seven of eight semesters
- National Council of Examiners for Engineering and Surveying Fundamentals of Engineering Industrial Exam

### **PROFESSIONAL EXPERIENCE**

#### **UBS GROUP AG**

**New York, NY**  
**2019-2019**

##### **Investment Banking Summer Associate, Corporate Client Solutions**

- Advised on live \$300mm debt refinancing; drove creation of management presentations; conducted due diligence
- Provided analysis for acquisitions and LBOs within technology, media, and telecommunications services; used in-house and third-party research tools to aggregate varied sources of data for analytical and strategic insights
- Supported capital markets transactions, including initial public offerings and debt capital

#### **UNITED STATES ARMY**

**Schofield Barracks, HI**  
**2015 - 2018**

##### **Captain, Signal Officer**

- Directed the on-time upgrade of an Army strategic communications platform, a mission critical 16-week project totaling \$180K with unprecedented internet capability despite complex geographical challenges
- Secured funding for outsourced purchase of customized all-weather protective covers to prevent water damage to over \$40K of vehicular satellite and radio assets; facilitated design of product prior to mass production
- Collaborated with four different teams across 25<sup>th</sup> Infantry Division to execute a six-month long project that established the first implementation of 4G/LTE secure military mobile communication in Hawaii
- Led a team of 40 soldiers through a tactical convoy operation and signal site defense exercise; extracted tactical and strategic insights that were incorporated into organization's official training guideline for future operations
- Orchestrated two rotational deployments of 18 soldiers and over \$360K in sensitive communications assets across the Pacific in support of a Department of Defense directed ballistic missile defense mission
- Created a surveying mechanism across the organization to measure unit morale; presented variability trend lines for senior leaders to review and made recommendations for improvement of emotional welfare of junior soldiers

#### **UNITED STATES ARMY**

**Yongsan Garrison, Republic of Korea**  
**2013 - 2014**

##### **Lieutenant, Signal Officer**

- Synchronized a senior executive conference to formulate national-level communications support strategy on military involvement in the Pacific; planned all schedules and logistics for seven general officers
- Interfaced with senior level executives across combined, joint, and theater Army level command offices as the representative of a 2,100 member, forward deployed brigade
- Supervised a team of 30 soldiers in resolving over 1,000 trouble tickets for more than 8,000 customers on the Army Classified and Unclassified Networks across the Korean peninsula
- Closed out ten Corrective Action Reports in under 90 days; sole division out of five with zero deficiencies in identifying actionable items to improve key business/organizational performance factors

### **ADDITIONAL INFORMATION**

- Languages: Korean (Fluency in Reading, Writing, and Speaking)
- Volunteer Work: Children's Ministry Sunday School Teacher; Community Outreach Weekend Tutor
- Interests: Los Angeles Lakers, UFC, ISSA certified fitness coach, French culture, Korean BBQ

**TIMOTHY P. BRUNSTETTER**  
Captain, United States Marine Corps  
Yale School of Management MBA Candidate  
Class of 2020



Tim Brunstetter is an active duty Marine Corps Officer concurrently serving as the Marine Officer Instructor (MOI) for the Naval Reserve Officers Training Corps (NROTC) at Yale College. He is a native of Winston-Salem, NC.

Tim enlisted into the United States Marine Corps in January 2005 and served as an infantry squad leader in 2d Fleet Antiterrorism Security Team (FAST) Company in Yorktown, VA and 1st Battalion 2nd Marine Regiment in Camp Lejeune, NC. In this role, Tim deployed to Guantanamo Bay, Cuba in 2006, Rota, Spain in 2007 and the Al Anbar and Ninewa Provinces of Iraq in 2008. As a Sergeant, Tim was selected to the Marine Enlisted Commissioning Education Program and attended North Carolina State University from 2009-2012

while on active duty. Tim graduated Magna Cum Laude with a degree in History and Middle East Studies and commissioned as a Second Lieutenant in May 2012.

Following his commission, Tim attended The Basic School in Quantico, VA and was selected to become a Field Artillery Officer. He graduated the Field Artillery Officer Basic Course at Ft. Sill, OK in 2013 and reported to 2nd Battalion 10th Marine Regiment in Camp Lejeune, NC. Tim served as a Battery Fire Direction Officer in Battery L and deployed to Okinawa, Japan in 2014. While deployed, he participated in exercises in mainland Japan and the Republic of Korea. Upon redeployment to the United States, Tim was assigned as Executive Officer of Battery F. Tim then volunteered to serve as Fire Support Coordinator for 2nd Assault Amphibian Battalion in 2016 and deployed to the Kingdom of Norway for Exercise Cold Response and served on a NATO Battle Staff. Upon returning from Norway, Tim attended Field Artillery Captains Career Course at Ft. Sill, OK and graduated on the Commandant's List. Tim assumed his current duties as the MOI at the Yale NROTC in May 2017.

Tim enjoys reading, fitness, developing future Naval Officers, and idolizing Frank Sinatra. He is interested in general management and business strategy.



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**VETERANS CLUB**

# **TIMOTHY BRUNSTETTER**

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## EDUCATION

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### **YALE SCHOOL OF MANAGEMENT**

#### **Master of Business Administration**

**New Haven, CT**  
**2020**

- Awarded Yale SOM Veterans Scholarship

### **NORTH CAROLINA STATE UNIVERSITY**

#### **Bachelor of Arts (BA), History, Magna Cum Laude (3.74/4.00)**

**Raleigh, NC**  
**2012**

- Academic Honors: Dean's List, NROTC Academic Excellence Award

## PROFESSIONAL EXPERIENCE

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### **UNITED STATES MARINE CORPS**

#### **Marine Officer Instructor/Operations Officer- Yale University NROTC, Captain**

**2017- Present**

- Partnered with team of 8 senior Marines to instruct and mentor 500+ Midshipmen during military career orientation training; awarded Navy and Marine Corps Achievement Medal
- Analyzed student leadership development program and implemented new plan to improve personal and professional growth among 40 student NROTC members; commissioned superior officers into the Navy and Marine Corps
- Initiated and directed overhaul of unit's Standard Operating Procedure; gained key stakeholder approval of improved directives
- Attended Army Field Artillery Captains Career Course- a six-month long graduate-level leadership course; graduated top 10%

#### **Fire Support Coordinator, First Lieutenant**

**2015-2016**

- Advised cross-functional team on complex fire support employment; awarded Navy and Marine Corps Achievement Medal
- Placed in top 20% of peer officers in Marine Corps due to positive leadership impact across the organization; selected to Commandant's Career Level Education Board
- Established and maintained key relationships with NATO Command Staff; directed detailed collaboration with multinational air, sea, and land-based fire support assets during a large training operation in Norway involving 15+ countries
- Implemented streamlined maintenance and supply procedures for \$10M worth of equipment; achieved 30% increase in mission readiness and highest rank in organization during biennial inspection of logistical functional areas

#### **Battery Executive Officer, First Lieutenant**

**2015**

- Recognized by key managers as an engaged leader committed to professionally developing peers and subordinates and positively impacting mission success; ranked #1 out of 30 Lieutenants during three different evaluation periods
- Scrutinized equipment requirements for large-scale training exercises; reduced logistical footprint 30% and cost \$200K
- Designed, coordinated and executed training, materiel-requisition and embarkation plan to rapidly deploy a unit of 120 Marines for a newly-assigned crisis response mission to South America; pioneered procedures for future missions sets

#### **Fire Direction Officer, Second Lieutenant**

**2013-2015**

- Spearheaded development of new infantry training regimen for 80 Marines; enhanced unit's combat effectiveness within Pacific Area of Operations through new offensive capabilities
- Led computation of quantitative ballistic firing data of 1300+ field artillery projectiles; analyzed processes and decreased average mission processing time 25% through rigorous training plan
- Developed vision for training and force protection procedures; ensured seaborne transit security of 135 Marines and \$23M worth of sensitive military equipment between three different locations in the Pacific theater

#### **Infantry Squad Leader, Sergeant**

**2005-2012**

- Elected among top 10% of peers to Marine Enlisted Commissioning Education Program- a highly prestigious program that allows enlisted Marines to become Marine Corps Officers
- Led 100+ combat patrols in Iraq; disrupted insurgent operations while responsible for 12 Marines and \$1.5M+ of sensitive military equipment
- Designated "Marine of the Quarter" from a unit of 1000+ Marines through a competitive leadership selection process; promoted meritoriously ahead of peers to rank of Corporal

## ADDITIONAL INFORMATION

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- Summer 2019: Engaged in veteran-owned travel start-up; driving and identifying key communication and marketing strategies
- Admissions coach for Service2School-a non-profit that aids veterans in gaining acceptance into top universities
- Extensive global experience gained from 5 overseas deployments to the Middle East, Europe, and the Pacific theater
- Interests: Reading, military history, fitness, the outdoors, Frank Sinatra

## ERIC S. ESTEY

Captain, United States Air Force  
Yale School of Management MBA Candidate  
Class of 2020



Eric Estey is a New York Air National Guard officer and helicopter pilot, currently stationed in Long Island, NY. Prior to joining Yale SOM, Eric worked at IBM as a Managing Consultant, specializing in internal business strategy. Eric grew up in New York City and calls it home to this day.

Eric graduated from Cornell University in 2010 with a B.S. in Civil and Environmental Engineering. Upon graduation, Eric joined IBM as an externally facing consultant before transitioning to internal strategy work. During this time, Eric joined the NYANG to become a Combat Rescue Pilot.

Over six years of military service, Eric has performed rescues in hurricanes at home and has provided 24/7 rescue coverage during his 2018 deployment to Iraq and Syria. He reorganized home squadron flight training, driving a three-fold increase in Combat Search and Rescue proficiency year-over-year. While deployed, he developed the theater search-and-rescue plan for punitive Syrian missile strikes and ensured coverage of over 15 different asset types. Upon his return from deployment in mid-2018, Eric enrolled in the Yale School of Management and will graduate in May 2020.

Eric interned at Boeing in the Aviation Business Consulting group this past summer and helped deliver consulting and product solutions to international airline customers. Following completion of his MBA, Eric is most interested in full time roles in the Aerospace & Defense industry.



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# **ERIC ESTEY**

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## EDUCATION

### **YALE SCHOOL OF MANAGEMENT**

#### **Master of Business Administration (MBA)**

**New Haven, CT**

**2020**

- GMAT: 760 (99<sup>th</sup> percentile)
- Treasurer - Yale School of Management Veterans Club

### **CORNELL UNIVERSITY**

**Ithaca, NY**

**2010**

#### **Bachelor of Science (BS), Civil and Environmental Engineering**

- Dean's List, three semesters

## PROFESSIONAL EXPERIENCE

### **THE BOEING COMPANY**

**Seattle, WA**

**2019 – 2019**

#### **Aviation Consultant – MBA Intern**

- Presented regulatory certification plan to South American airline's CEO and Board leadership; Coordinated certification planning activities on-site and helped project-manage certification process
- Developed transition plans to help Middle Eastern airline establish internal cybersecurity processes and capabilities
- Established internal process to identify consulting group's revenue impact on other Boeing services and products

### **INTERNATIONAL BUSINESS MACHINES CORP.**

**New York, NY**

**2010 – 2018**

#### **Managing Consultant**

- Managed global transformation of \$17B GBS consulting business, impacting 120,000+ employees
- Oversaw eight-figure quarterly budget process to fund largest GBS transformation in recent history
- Analyzed extensive and disparate data to establish a single organizational pyramid of IBM's employee population, facilitating executive-level assessment of 8+ existing management layers
- Assessed U.S. geographical sales coverage of 1000+ sellers, re-mapping account allocation nationwide, on behalf of IBM's Head of Sales
- Devised change management initiatives for 3000+ employees to help implement new, more efficient sales strategies

### **NEW YORK AIR NATIONAL GUARD**

**Westhampton Beach, NY – Anbar Province, Iraq**

**2012 – Present**

#### **Captain - Combat Rescue Pilot**

- Conduct day or night helicopter operations into hostile environments to recover isolated personnel during war or national emergencies
- 2018 Iraq deployment: Ran scheduling and planning for three 24/7 alert aircraft and 20+ aircrew
- Piloted 17 civilians to safety during hurricane Harvey as part of first USAF squadron over Houston
- Graduated top of class (Distinguished Graduate) from each phase of pilot training

#### **Scheduling Officer-in-Charge**

**2016 – 2016**

- Led scheduling team with enlisted member to manage 40+ aircrew and six aircraft, executing 700+ missions annually
- Organized cross-training opportunities nationwide with 10+ units from five military branches
- Implemented new "block cycle" training program to improve proficiency in complex aircrew skills, achieving 3x increase in squadron's combat search and rescue proficiency year-over-year

## ADDITIONAL INFORMATION

- Current TS/SCI
- Fixed/Rotary-wing Commercial Pilot's License with approximately 900 hours total flight time
- Fluent in French (spoken and written)
- Interests: travel (20+ countries); hiking (Kilimanjaro, Rainer); recreational hockey

# KATHARINE T. KETTERING

Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2020



Katie Kettering is a United States Army veteran and former Adjutant General Officer. She was born in Seattle, WA, grew up in the bay area, and now has family across the United States and abroad.

Katie graduated with honors from the United States Military Academy in 2011 with two majors, American Politics, BS and German with Honors, BS. Upon graduation, Katie commissioned as a Second Lieutenant in the Adjutant General Corps. At West Point, Katie led the Corbin Forum, a club with the mission to educate, empower, and inspire the corps of cadets to serve as commissioned leaders of character by facilitating discussion about gender specific issues within the corps and the United States Army.

During seven years of military service, Katie served in several leadership positions for the human resources services of various organizations from squadron-level (500 personnel) to brigade-level (4,400 personnel). Katie deployed to Afghanistan in 2013 and then to Kuwait in 2016. During both deployments, she worked with Department of Defense civilians and multi-national partners, developing skills to work in cross-functional teams to achieve abstract goals in diverse environments. Katie earned top honors in all military education courses, including the Officer Basic Leadership Course, Captain's Career Course, Brigade S1 Operations Course, and Human Resources Planning and Operations Course.

Katie is an active member of the Consulting Club, General Management Club, Technology Club, Human Capital and Organizational Performance Club, Veterans Club, and Women in Management Club. She also serves as an Admissions Guide for prospective students. For her summer internship, she worked as a Summer Associate at McKinsey & Company in the Washington, DC office.



**YALE SCHOOL OF MANAGEMENT**  
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# KATHARINE T. KETTERING

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## EDUCATION

### YALE SCHOOL OF MANAGEMENT

#### Master of Business Administration (MBA)

- Awarded Forte Fellow and Yale SOM Veterans Scholarship
- Club affiliations: Consulting, Human Capital, Veterans, General Management, Women in Management

New Haven, CT

2020

### UNITED STATES MILITARY ACADEMY

#### Bachelor of Science (BS), American Politics

#### Bachelor of Science (BS), German with Honors

West Point, NY

2011

### UNITED STATES ARMY

#### Brigade S-1 Operations Course, Distinguished Honor Graduate (top of class)

Feb 2016

#### Human Resources Planning and Operations Course, Distinguished Honor Graduate (top of class)

Jan 2016

#### Adjutant General's Captain's Career Course, Distinguished Honor Graduate (top of class)

Nov 2015

#### Adjutant General's Basic Officer's Leadership Course, Commandant's List (top 10% of class)

Apr 2012

Fort Jackson, SC

2016

## PROFESSIONAL EXPERIENCE

### MCKINSEY & COMPANY

Washington, DC

Summer 2019

#### Strategy Consulting Summer Intern

- Advised during the implementation phase of a re-organization and modernization for an organization with over 1,300 employees, specifically focused on evaluations and training for implementation and steady state to ensure successful execution, coordination, and integration across numerous workstreams

### 1<sup>ST</sup> ARMORED DIVISION, UNITED STATES ARMY

Fort Bliss, TX and Kuwait

2017 – 2018

#### Brigade Human Resources Officer, 3<sup>rd</sup> Armored Brigade Combat Team

- Selected ahead of peers to support over 4,400 personnel with human resources support, including awards and evaluations processing, pay and financial services processing, postal support, and other administrative actions
- Coordinated between all echelons of leadership at battalion, brigade, and division level to ensure human resources services, which enabled personnel readiness across the brigade for combat and operational deployments worldwide

#### Battalion Human Resources Officer, 1<sup>st</sup> Battalion, 77<sup>th</sup> Armored Regiment

2016 – 2017

- Organized all human resources core competencies for over 560 Soldiers in cross-functional teams of battalion staff members across all military occupational specialties and evaluated as the number 1 Captain in the unit over 13 peers
- Enabled a successful deployment to Kuwait in support of Operation Spartan Shield by conducting regular readiness conferences, verifying the personnel, legal, and medical status of all Soldiers preparing for the operation

### 101<sup>ST</sup> AIRBORNE DIVISION, UNITED STATES ARMY

Fort Campbell, KY and Afghanistan

2014 – 2015

#### Brigade Strength Manager, 2<sup>nd</sup> Infantry Brigade Combat Team

- Managed the strength of a 4,000 personnel Air Assault Infantry Brigade and ensured all units were manned properly to conduct operations in support of Operation Enduring Freedom, Afghanistan and Operation Inherent Resolve, Iraq
- Responsible for the strength cell, command inspections of the brigade, fund management, and the voting assistance program, contributing to the readiness and morale support of all members of the unit

#### Squadron Human Resources Officer, 1<sup>st</sup> Battalion, 61<sup>st</sup> Cavalry Regiment

2012 – 2014

- Coordinated and managed human resources support to over 500 Soldiers and officers and managed nine employees
- Deployed to Regional Command- East in Khowst Province, Afghanistan and maintained the squadron's personnel strength during contingent operations in support of Operation Enduring Freedom

## ADDITIONAL INFORMATION

- Selected to be in the Women in the Army (WITA) program—a pilot program testing women's capabilities in roles that previously only men had served in (WITA was the precursor to women entering combat arms branches in the US Army)
- Awards: Bronze Star Medal, Meritorious Service Medal, Army Commendation Medal (2), Army Achievement Medal (2), Afghanistan Campaign Medal, NATO Medal, Meritorious Unit Medal
- German (fluent)

# CHARLES J LEE III

United States Navy  
Yale School of Management MBA Candidate  
Class of 2020



Charles (CJ) Lee is a current United States Navy Reserve Officer and former active duty Surface Warfare Officer. Prior to entering the military, CJ grew up in the suburbs of Boston and still calls Massachusetts home.

CJ graduated cum laude from the George Washington University in 2014, majoring in Economics and minoring in Political Science. Upon graduation, CJ entered Officer Candidate School and commissioned as an Ensign in the Surface Warfare Community.

During four years of military service, CJ enjoyed serving on two naval warships while fulfilling multiple roles. While assigned in San Diego, Bahrain, and the Persian Gulf CJ held leadership roles in tactics,

weapons, operations, logistics, and engineering. His most recent Active Duty assignment allowed him to serve as the Executive Officer of a patrol craft and lead a small Visit, Board, Search, and Seizure team throughout the Persian Gulf area of operations. As a Reservist, CJ is the XO and Training Department Head for Alpha Company, Costal Riverine Squadron Eight.

After separating from active duty in summer 2018, CJ enrolled at the Yale School of Management. In addition to first year studies at SOM, CJ is involved with the Veterans Club, Consulting Club, Male Allies to Women, Golf Club and Hockey Club.

CJ spent his summer with McKinsey and Company working on a pharmaceutical merger. CJ intends to return to McKinsey full-time following the completion of his MBA.



**Yale SCHOOL OF MANAGEMENT**  
**VETERANS CLUB**

**Charles J. Lee III**

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Tel: (617) 334-5323 | Email: charles.j.lee.iii@gmail.com

**EDUCATION**

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**Yale School of Management**

MBA Candidate

**New Haven, CT****August 2018-May 2020**

- Named Bank of America Scholar, receiving a merit-based scholarship awarded annually to one or more U.S. veterans.
- Inaugural leader of the Male Alley to Women in Management Club, Co-President of the Veteran's Club, Member of the Consulting Club, and Member of the Hockey Club.
- GMAT 740 (97<sup>th</sup> percentile).

**The George Washington University**

**Bachelor of Science (BS), Economics**

**Washington, DC****May 2014**

- Graduated *cum laude* and a minor in political science.
- Recipient of Board of Trustees Scholarship and University Alumni Award.
- Intern for the United States House of Representatives and the Massachusetts House of Representatives, Fellow for Ed Markey for U.S. Senate, Event Staff Coordinator for the Charles E. Smith Center, and Bartender at The Town Tavern.

**PROFESSIONAL EXPERIENCE**

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**COASTAL RIVERINE SQUADRON 8****SUMMER ASSOCIATE****Newport, Rhode Island****Oct 2018 – Present**

- Responsible for the training of 150+ Sailors to ensure operational readiness and support continual mobilizations to unstable regions of the world.
- Complete two weeks of annual training escorting high value units safely in and out of port.

**McKINSEY & COMPANY****SUMMER ASSOCIATE****Boston, Massachusetts****Jun 2019 – Aug 2019**

- Counseled senior managers of two multi-billion-dollar clients to better understand, quantify, and capture \$250M of synergies; directly responsible for discovering over \$10M in savings through packaging and maintenance synergies.

**USS SIROCCO (PC 6)****EXECUTIVE OFFICER / WEAPONS OFFICER****Manama, Bahrain****Jan 2017 – Present**

- Ranked #1 division officer in the command and handpicked to serve as second-in-command for 31-person crew; developed and supervised over 50 missions undertaken by a US warship deployed to the Middle East.
- #1 ship driver of the year in command and finalist for ship driver of the year for all U.S. Navy ships forward deployed to the Middle East.
- Led 7-person team boarding ships in search of illegal smuggling of weapons, drugs, and human trafficking.
- Authored 3 white papers regarding small boat tactics resulting in multiple ship high speed gunnery exercises and a higher level of tactical proficiency among forward deployed Patrol Crafts.

**USS BUNKER HILL (CG 52)****ENGINEERING OFFICER / OPERATIONS OFFICER****San Diego, California****Dec 2014 – Dec 2016**

- Ranked in top 10% of all Navy first tour division officers competing for second tour division officer jobs.
- Supervised two 30-person divisions onboard a warship deployed to carry out combat strike group operations throughout the Middle East.
- Served as Commanding Officer's direct representative for both the safety of a 370-person crew and successful mission execution during highly challenging and stressful situations while driving \$1B+ warship.

**ADDITIONAL INFORMATION**

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- Founder, The Joseph Briere Foundation.
- Enjoy playing hockey and golf. Traveled to 41 of 50 U.S. States and 12 countries. First in family to attend college.

**DANIEL I. McGRORY**  
Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2020



Dan McGrory is a United States Army veteran, former Aviation Officer, and UH-60 Blackhawk helicopter pilot. Prior to entering the military, Dan grew up in Westfield, NJ and calls that area home.

Dan graduated from the United States Military Academy in 2010 with a major in Economics and a minor in Terrorism Studies, earning Dean's List honors every semester. He also received the Brigadier General and Mrs. Howard Award for Excellence in Terrorism Studies for earning the highest GPA within the Terrorism Studies minor. On graduation day, Dan commissioned as a Second Lieutenant into Army Aviation.

Dan's first assignment was to Fort Rucker, AL for basic officer training and flight school. After selecting to fly UH-60 Blackhawk helicopters, Dan graduated flight school with honors and was assigned to Schofield Barracks, HI. From there, he immediately deployed to Kandahar, Afghanistan in support of Operation Enduring Freedom XII. Subsequent assignments included Fort Rucker, AL and Fort Bliss, TX, where Dan completed additional advanced officer schooling and enjoyed various leadership roles in operations. His military experience culminated with two terms as a company commander, managing up to 87 soldiers and 10 aircraft. Recently, Dan led a team of 40 soldiers and eight helicopters on a 3-day notice deployment to Puerto Rico in response to the devastation left by hurricanes Irma and Maria in the fall of 2017.

Dan completed his MBA internship at Lockheed Martin, where he interned in enterprise strategy for Rotary and Mission Systems. At Yale School of Management, he serves as a teaching assistant, tutor, and admissions interviewer. Additionally, he is a Vice President of the Veteran's Club and member of General Management and Hockey Clubs. Dan is seeking full time general management opportunities within manufacturing, aerospace and defense, or aviation related roles.



**Yale SCHOOL OF MANAGEMENT**  
**VETERANS CLUB**

# DANIEL I. McGRORY

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## EDUCATION

### YALE SCHOOL OF MANAGEMENT

**Master of Business Administration (MBA)**, AT&T Veterans & Yale SOM Veterans Scholarships

New Haven, CT

2020

- Teaching Assistant for Operations and Workforce Perspective courses; Tutor & Admissions Interviewer
- VP Veterans' Club; Member of General Management & Hockey Clubs

### UNITED STATES MILITARY ACADEMY

West Point, NY

**Bachelor of Science (BS)**, *Economics*, Dean's List every semester

2010

- Minor in Terrorism Studies and Engineering Track in Systems Engineering
- Received General & Mrs. Howard Award for Excellence in Terrorism Studies for highest GPA in minor
- Internships at the Federal Reserve Bank of NY and Combating Terrorism Center at West Point

## PROFESSIONAL EXPERIENCE

### LOCKHEED MARTIN

Washington, D.C.

Summer 2019

**Intern; Enterprise Strategy, Rotary & Mission Systems**

- Engaged in small team strategic planning, consulting, M&A, competitor analysis and client meeting for \$16B division
- Analyzed pricing model for international client contract negotiation; identified additional \$6M in revenue opportunity
- Selected as aviation subject matter expert for 2 high profile international business development customer presentation

### UNITED STATES ARMY OFFICER & PILOT

Fort Bliss, TX & Schofield Barracks, HI

#### Assault Helicopter Company Commander, Fort Bliss, TX

2017 – 2018

- Directed Blackhawk helicopter unit responsible for training 45 soldiers, maintaining 10 aircraft, and \$175M of equipment; created short and long range calendars and training plans in preparation for combat operations
- Balanced training demands with constant 48 hour deployment posture as part of federal disaster response force
- Selected to deploy to Puerto Rico in support of Hurricane Maria relief efforts for two months; commanded and flew missions delivering food and water and transporting 50 members of US Congress

#### Headquarters Company Commander

2016 – 2017

- Directed unit responsible for training 87 soldiers, maintaining 26 vehicles, and \$8.5M of inventoried equipment
- Mentored and supervised 7 direct reports, charged with their professional and team development, enabling cross-sector communication, and developing systems to capture lessons learned from training events

#### Brigade Aviation Operations Officer

2015 – 2016

- Led 9 member team responsible for allocation of aviation assets and airspace management for a 4,000 soldier infantry unit, filled position conventionally held by a more senior officer
- Ran 9 month project to deploy entire infantry unit from West Texas to Louisiana for a national training exercise
- Performed additional role as an operations leader responsible for assignments to eight, 500 soldier teams

#### Assistant Operations Officer, Schofield Barracks, HI

2014

- Managed 8 member operations team accountable for assignments and training for a 425 soldier rear-detachment unit, filled position conventionally held by a more senior officer as primary advisor to commander

#### Platoon Leader

2013 – 2014

- Supervised 22 soldier, 4 helicopter aviation unit responsible for transporting 30+ VIPs throughout Hawaii

### DEPLOYED UNITED STATES ARMY OFFICER & PILOT

Kandahar, Afghanistan

#### Platoon Leader

2012

- Supervised 36 soldier aviation maintenance unit deployed to Kandahar, managed scheduled and on-call maintenance of 30 helicopters at 92% operational rate, exceeding standard by 17%; flew 220 combat hours supporting regional HQ

## ADDITIONAL INFORMATION

- Selected for Deloitte CORE Leadership Program for transitioning veterans in April 2018
- Military decorations include: Meritorious Service & Air Medals; Honor graduate of US Army Flight School
- US Top Secret clearance; Private airplane and rotary wing pilot's license; Interests: swimming, running, and traveling

**NICHOLAS C. RACKLEY**  
Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2020



Nick Rackley is a United States Army Veteran and former Field Artillery Officer. Nick was born in Washington D.C. and grew up near Harrisburg, Pennsylvania.

Nick graduated from the Pennsylvania State University in 2010, majoring in Physics with a minor in math, earning the distinction of Distinguished Military Graduate of the Eberly College of Science.

In 2011, upon arrival at his first duty station at Fort Campbell, Kentucky, Nick deployed to Afghanistan as a replacement in 4<sup>th</sup> BDE, 101<sup>st</sup> ABN Division. Nick served as a Fire Support Officer in W/2-506<sup>th</sup> Infantry, patrolling a remote region of the Afghan-Pakistan border. Nick deployed to Afghanistan a

second time as a Platoon Leader, operating a two-gun firebase in Eastern Afghanistan. Nick graduated U.S. Army Ranger School in 2014, then moved to Fort Hood, TX. In 2016, Nick assumed command of Regulator Battery, 3CR, serving as general manager of an 80+ personnel organization.

Nick interned in T-Mobile's Product and Technology organization over the summer of 2019. In this role, he designed and piloted a product manager training program that was selected for enterprise wide adoption at the conclusion of his internship. He also gained valuable technology M&A integration experience working on the Sprint/T-Mobile merger, and corporate strategy experience working on a group developing T-Mobile's Internet of Things strategy.

At Yale, Nick took a leadership role in the Veterans Club, supporting prospective veteran applicants throughout the application process. Nick also began playing rugby in the Yale Graduate Rugby Football Club, where he serves as Alumni Outreach Chair.



**YALE SCHOOL OF MANAGEMENT**  
VETERANS CLUB

# NICK RACKLEY

116 Mansfield St, 2nd Floor | New Haven, Connecticut 06511

Tel: (717) 579-3941 | Email: nick.rackley@yale.edu

## EDUCATION

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### YALE SCHOOL OF MANAGEMENT

New Haven, CT

#### Master of Business Administration (MBA)

2020

- 330 GRE Score (720 GMAT equivalent)
- Co-President, Veterans Club; Alumni Communications Chair, Yale Graduate Rugby; Member, Entrepreneurship Club
- Volunteered for the Yale STEM Warrior-Scholar-Project; tutored recently separated veterans in physics

### THE PENNSYLVANIA STATE UNIVERSITY

University Park, PA

#### Bachelor of Science (BS), Physics

2010

- Minor in Mathematics, Army Reserve Officer Training Corps (R.O.T.C.)
- Distinguished Military Graduate of the Eberly College of Science (highest GPA in Tri-Service R.O.T.C.)
- Applied quantitative modeling to improve computer hard drives during research with an assistant professor of physics

## PROFESSIONAL EXPERIENCE

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### T-Mobile

Bellevue, WA

#### Leaders to Executives (L2E) Intern – Product and Technology – M&A Integration

Summer 2019

- Conceptualized a research backed persona technique and created four hours of course content to pilot a Product Management Training Program selected for enterprise-wide adoption by the SVP of Technology
- Built and test an automated data visualization to monitor weekly progress of all software projects related to the T-Mobile/Sprint merger, resulting in correction of severe coordination issues on four critical projects
- Researched emerging Internet of Things technologies to produce potential long-term use cases involving blockchain, edge computing, and predictive maintenance for inclusion into a corporate strategy project deliverable to the CIO

### Bridgeview Bank Mortgage Company

Georgetown, TX

#### Mortgage Banker

Summer 2018

- Analyzed complex financial situations to creatively structure refinance transactions while managing client relationships, becoming branch top performer in three months by originating 181 loan applications worth \$37M

### United States Army

United States and Afghanistan

#### Captain

2010 – 2018

- Led an organization of 80+ personnel worth \$30M; optimized two administrative processes and shared knowledge with 30 peer organizations, resulting in use of the improvements as an example in a Department of the Army study
- Selected over four peers to serve as temporary general manager of a 500+ personnel organization; planned and coordinated preparation of 450+ personnel and 100+ vehicles, enabling the unit to certify for deployment to Syria
- Investigated sources of labor inefficiency, then directed elimination of \$10M of obsolete inventory and influenced cross-functional teams to cease two inefficient processes, saving \$975K in labor expenses annually
- Researched and adapted an innovative new software system on \$5M worth of equipment by internally developing new policies and procedures, resulting in a request to consult 10 peer organizations on new software implementation
- Designed and managed 14 construction projects on a remote base in Afghanistan; resourced projects by negotiating with locals and motivating 23 personnel to dig for two months, resulting in two lives saved during attacks
- Presented three speeches to over 150 personnel, and served as master of ceremonies for two high visibility events
- Coordinated five civil infrastructure projects with USAID, resulting in schools and wells built in rural Afghanistan

## ADDITIONAL INFORMATION

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- Military awards include the Purple Heart and Ranger Tab
- Founded a real estate LLC; identified undervalued properties and negotiated to generate \$60K in bottom-line profits
- An avid outdoors-person and dog lover; owns a Great Dane and Retriever named Bonnie and Clyde
- Traveled to Afghanistan, China, Iceland, Israel, Kyrgyzstan, Laos, Thailand, Singapore; drove from Texas to Alaska

## LAWRENCE A. SEILER

Captain, United States Marine Corps  
Yale School of Management MBA Candidate  
Class of 2020



Larry Seiler is a transitioning Marine Corps Officer who ended active service in June of 2018. He is originally from Pittsburgh, PA and currently resides in Fairfield, CT with his wife, Christen.

Larry graduated from the United States Naval Academy with Distinction in 2011. He received a B.S. in Political Science while minoring in Arabic. Upon graduation, Larry was commissioned as a Second Lieutenant in the United States Marine Corps.

Larry was a Field Artillery Officer based in Camp Lejeune, NC from 2011- 2015. While at Camp Lejeune, Larry led teams with sizes ranging between 8 and 120 personnel. His

responsibilities as a Field Artillery Officer were concentrated in the areas of logistics, data management, and administration. His time at Camp Lejeune was highlighted by one deployment with the 22nd Marine Expeditionary Unit.

Larry was promoted to the rank of Captain and selected to supervise Marine Corps recruiting operations in Northeast Texas, Southern Oklahoma, and the bulk of Arkansas from 2015-2018. In this role, he synchronized the efforts of 85 personnel across over 30 facilities to meet monthly recruiting quotas. Competing for market share against other armed services and civilian employers, Larry designed and implemented competitive strategies to maximize recruiting effectiveness across markets in over 850 zip codes.

Larry matriculated to Yale School of Management in 2018. He interned as a utility-scale solar developer with Renewable Energy Systems America this summer, and he intends to pursue work in the energy industry upon graduation.



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**VETERANS CLUB**

# LAWRENCE SEILER

678 Fairfield Beach Road | Fairfield, Connecticut 06824

Tel: (724) 681-5321 | Email: Larry.Seiler@yale.edu

## EDUCATION

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### YALE SCHOOL OF MANAGEMENT

#### Master of Business Administration (MBA)

- GMAT: 740 (97<sup>th</sup> Percentile); Energy Club, Veterans Club
- Represented Yale at The University of Michigan Ross Energy Case Competition

New Haven, CT

2020

### UNITED STATES NAVAL ACADEMY

#### Bachelor of Science (BS), Political Science with Distinction, Minor in Arabic Language

- Overall GPA: 3.86; Overall Order of Merit: 23 of 1025

Annapolis, MD

2011

## PROFESSIONAL EXPERIENCE

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### RENEWABLE ENERGY SYSTEMS (RES) AMERICAS

#### Development Intern

- Reported to the VP of Development for North America; synchronized inputs from RES's engineering, finance, and development segments to analyze project economics and forecast returns on 10+ utility scale developments
- Orchestrated 8 greenfield solar developments; executed key stakeholder engagement strategy and forwarded 500 MW to interconnection status in less than 90 days
- Recalibrated the land acquisition strategy on a 300+ MW wind development by designing and implementing a CRM framework with GIS and MS Excel; identified and eliminated non-essential development costs

Old Saybrook, CT

Summer 2019

### UNITED STATES MARINE CORPS

#### Program Manager, Captain

- Directed process of recruiting 1,700+ future Marines in a region containing 430+ high schools in TX, AR, and OK; synchronized efforts of an 85-person team to achieve assigned quota for 36 consecutive months
- Analyzed market share data across 850+ zip codes and designed strategies to attract individuals to the Marine Corps; efforts contributed to organization exceeding fair market share for 3 consecutive fiscal years
- Resourced 32 facilities in 3 states; utilized population data analysis as basis for developing 2 new facilities; postured organization for sustainable success in response to population growth in North Dallas

Dallas, TX

2015 - 2018

#### Executive Officer, 1st Lieutenant

- Managed, trained, and resourced 120 personnel (\$11M in assets) dispersed across 2 naval vessels and multiple countries; leadership contributed to a successful 9-month deployment to the Middle East.
- Appointed to Commanding Officer role on short notice; composed planning for crisis response; developed unit's ability to provide embassy reinforcement, humanitarian assistance, and artillery support concurrently
- Led a specialized team of 8 Marines in a key capabilities demonstration; synchronized integration of aircraft and artillery explosives detonating as close as 400 meters from friendly forces and managed associated risks

Camp Lejeune, NC

2013 - 2015

#### Platoon Commander, 2nd Lieutenant

2011 - 2013

- Supervised training, material asset readiness, and operations of a Marine Corps Artillery Platoon comprised of 50+ personnel and \$8M in material assets; lead unit through 5 successful large-scale exercises
- Produced optimal fire control solutions in support of 500+ "live-fire" missions; generated accurate artillery fire control inputs by accounting/adjusting for 10+ environmental variables

## ADDITIONAL INFORMATION

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- Service to School Ambassador; offers cost-free consultation to service members pursing undergrad admission
- Interests: All things outdoors, cycling, breweries, college football

2021

# LOC BAO

Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2021



Loc Bao is a United States Army veteran and a former Infantry and Civil Affairs officer. Loc was born in Vietnam and immigrated to the United States when he was four, settling in San Jose, California.

Loc graduated from the United States Military Academy in 2010, majoring in English Literature. Upon graduation, Loc was commissioned as a Second Lieutenant in the Infantry.

Loc's first assignment in Hawaii was as a Stryker Platoon Leader. From there, Loc was selected to become a Civil Affairs officer and moved to Fort Bragg to complete the Civil Affairs Qualification Course. Loc was assigned to the 97<sup>th</sup> Civil Affairs Battalion as a Civil Affairs Team Leader, where he led missions

in Korea and Nepal. Loc's final assignment in the military was at the U.S. Embassy in Baghdad, where he was an advisor to the Ambassador and Coalition Commander on post-ISIS strategy. Loc left the military in 2018 and worked at a national nonprofit organization called NPower, helping veterans and young adults from underserved communities break into the IT field.

Loc enrolled in the Yale School of Management in 2019. Loc is involved in the Consulting, Veterans, and South East Asian Clubs. Loc also serves as an admission guide and looks forward to taking courses with the Jackson Institute for Global Affairs to further his interest in national security policy.

Loc's professional interests include social impact, economic development, and sustainability. Loc is most interested in consulting roles where he can apply his analytical skills to help firms solve complex and impactful problems.



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# LOC BAO

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Tel: (408) 250-4525 | Email: loc.bao@yale.edu | linkedin.com/in/locbao/

## EDUCATION

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### YALE SCHOOL OF MANAGEMENT

#### Master of Business Administration (MBA)

New Haven, CT

2021

- Awarded Post 9/11 GI-Bill and Bank of America Scholarship
- Veterans Club, Consulting Club, South East Asian Club, Admissions Guide

### UNITED STATES MILITARY ACADEMY (WEST POINT)

West Point, NY

2010

#### Bachelor of Science, English Literature, Minor Environmental Engineering

- Superintendent's Achievement Award, 8 Semesters, awarded to top 20% of Cadets
- Selected to attend the United States Airforce Academy on exchange (less than 1% of cadets)
- Chief of Staff for a 650-person Cadet Battalion

## PROFESSIONAL EXPERIENCE

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### Point Avenue

Hanoi, Vietnam

*Educational Technology Company with character development focus supporting children in South East Asia*

#### Program Consultant/Middle School English Teacher

Summer 2019

- Managed Social Impact events; planned, coordinated, and supervised local orphanage volunteer opportunities for over 70 children in Hanoi and provided food, clothing, and English language support to 40 orphans
- Developed and implemented English language curriculum integrating STEM, teamwork, and military character development for Middle School and Elementary School children resulting in 100% summer program graduation

### NPower

San Jose, CA

*Non-profit supporting young adults and military veterans by free providing IT training and job placement*

#### Internship Placement Manager

2018 – 2019

- Trained and placed students, veterans, and minority adults into internships at Silicon Valley firms including the San Francisco Giants, Google, and Box; resulting in an average 40% increase in income for program graduates
- Rated top placement team member; exceeded all performance metrics and increased donation revenues by 50%

### United States Army Special Operations Command

Fort Bragg, NC

2010 – 2018

#### Civil Affairs & Infantry Officer

- Planned strategy through research/analysis and 300+ meetings with Iraqi Army Generals, Members of Parliament, Senior Tribal Sheikhs; coordinated mobilization of 15,000 Tribal Fighters in Iraq, expediting the defeat of ISIS
- Second-in-command of eight-person joint cell in charge of advising the U.S Ambassador, the Senior Coalition Commanding General and coalition leaders on post ISIS strategy in Anbar Province
- First joint mission commander for U.S-South Korea Civil Affairs training mission; twice selected to lead missions to advise/train South Korean Army in developing Civil Affairs Force of 200 soldiers; led strategic planning for special operations civil military engagements in the event of conflict/regime collapse in North Korea
- Planned strategic operations for 54-person rapid reaction Civil Affairs Company; supervised diplomatic and military actions for 6 civil affairs teams deployed across 7 Pacific countries while managing \$1.2 million+ budget
- Commanded Civil Affairs Reserve Company (early select) with 65 direct reports and \$10 million of equipment
- Awarded State Department Meritorious Service Medal by the U.S Ambassador Iraq for interagency service

## ADDITIONAL INFORMATION

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- Project Management Professional (PMI Certified 2019)
- Vietnamese: Native Speaking, Thai: Intermediate Reading and Speaking
- Active Top-Secret SCI Clearance

**ANDREW C. BLAZUK**  
Lieutenant, United States Navy  
Yale School of Management MBA Candidate  
Class of 2021



Andrew Blazuk is a United States Navy veteran and former Nuclear Surface Warfare Officer. Andrew grew up in St. Petersburg, Florida and is a 2011 graduate of the United States Naval Academy where he studied Ocean Engineering and was a four-year member of the Varsity Swim Team.

Upon commissioning, Andrew served as a nuclear-trained surface warfare officer for eight years. This included specialization in both tactical ship handling and nuclear engineering. At sea, Andrew has worked as the nuclear reactor controls manager onboard the USS Carl Vinson, an aircraft carrier, and completed a tour on the USS Farragut, a destroyer class warship, overseeing all tomahawk missile operations. For his last assignment, Andrew worked as a

leadership and ethics instructor at the U.S. Merchant Marine Academy in Kings Point, New York.

After separating from active duty service, Andrew matriculated at the Yale School of Management as a member of the class of 2021. He is involved with the Consulting Club, Technology Club, General Management Club, Veterans Club and Yale Masters Swim Team. Andrew is currently pursuing internship opportunities within consulting and general management.



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# **ANDREW BLAZUK**

339 Humphrey St. | New Haven, CT 06511

Tel: (727) 744-6814 | Email: andrew.blazuk@yale.edu

## **EDUCATION**

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### **YALE SCHOOL OF MANAGEMENT**

#### **Master of Business Administration (MBA)**

**New Haven, CT**

**2021**

- Member of Consulting Club, Technology Club, Veterans Club, and Yale Masters Swimming

### **UNITED STATES NAVAL ACADEMY**

#### **Bachelor of Science (BS), Ocean Engineering**

**Annapolis, MD**

**2011**

- Men's Varsity Swimming; four-year member, Patriot League Academic Honor Roll Team

### **NAVAL NUCLEAR POWER PROGRAM**

**Charleston, SC**

**2013**

- Graduate coursework in nuclear power theory and integrated power plant operations

## **PROFESSIONAL EXPERIENCE**

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### **UNITED STATES NAVY**

#### **Instructor, US Merchant Marine Academy: Kings Point, NY**

**2018 – 2019**

- Selected through Navy's highly competitive talent management program to mentor future naval officers through teaching Leadership and Ethics, a course traditionally taught only by senior officers
- Implemented a new core course and curriculum for Marine Core Officer selectees, allowing 25 senior midshipmen to directly commission upon graduation
- Served as volunteer Assistant Varsity Swimming Team Coach, mentoring 45 athletes and helping the men's team win the Metropolitan Championships for the first time in 32 years

#### **Reactor Controls Division Officer, USS Carl Vinson: San Diego, CA**

**2016 – 2017**

- Ranked #1 of 22 division officers in reactor department and selected as 1 of 8 officers to lead a 20 person watch team in complex casualty response and evolutions for the annual reactor safeguards exam
- Managed 50 technicians responsible for operation and maintenance of ship's reactor controls equipment to include reactor protection and monitoring systems
- Analyzed 15 reactor values and shipboard operations to report monthly nuclear fuel expenditures, providing executive level feedback to maximize operational efficiency and conserve nuclear fuel
- Managed four-month maintenance overhaul to include identification, tracking, and correction of 300+ material and equipment repairs maintaining deployment ready status
- Qualified Propulsion Plant Watch Officer, requiring extensive nuclear plant knowledge of all mechanical, electrical, chemical, and radiological systems

#### **Strike Division Officer, USS Farragut: Jacksonville, FL**

**2014 – 2015**

- Managed 15 sailors tasked with maintenance of ship's missile and weapon's control system achieving 100% operability throughout an 8-month deployment
- Directed Tomahawk engagement team in planning and execution of over 150 weapons training evolutions resulting in being named most reliable firing unit overseas
- Served as Commanding Officer's direct representative for both the safety of a 300-person crew and successful mission execution while driving the warship during highly challenging and stressful situations
- Qualified Surface Warfare Officer, requiring certification in ship handling and warfighting tactics

## **ADDITIONAL INFORMATION**

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- Top Secret Security Clearance
- Navy suicide prevention coordinator; conducted training on suicide risk factors and warning signs to create a proactive plan for crisis intervention to enhance Navy-wide suicide prevention efforts
- Nationally ranked (top 10) US Masters Swimmer in several events

## Katherine Danielson

Sergeant, Active Duty Texas Army National Guard  
Yale School of Management MBA Candidate  
Class of 2021



Katherine Danielson served for seven years in the Texas Army National Guard as a broadcast journalist and public affairs specialist. As an active duty guardsman, Katherine's mission was to document military exercises and operations around the world. Her news stories and footage were published on over 30 international media outlets including CNN, BBC, Reuters and Al Jazeera. She deployed to Iraq to cover the U.S. military mission across Southern Iraq as part of Operation New Dawn in 2010. Katherine's documentary, *Return with Honor*, won the first place Keith L. Ware Military Journalism Award for Informative News Programming in 2011.

Upon discharge, Katherine attended the University of Texas at Austin. She earned her Bachelor of Arts in International Relations and Global Studies with a Minor in Asian Studies. While at UT Austin, Katherine co-founded Zen Monkey Overnight Oatmeal. Zen Monkey created the first pre-packaged overnight oats in the country. At Zen Monkey, Katherine acted as Head of Sales and Marketing, and grew sales from farmers markets to over 2,000 grocery stores nationally. As Co-Head of Operations, she stood up their food manufacturing facility in San Antonio with a 20-person assembly line. After recognizing her passion for business development, Katherine decided to formalize her business education by pursuing her MBA and she now attends Yale School of Management.



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## KATHERINE DANIELSON

575 Orange Street, Apt. #4 | New Haven, Connecticut 06511

Tel: (726) 777-5381 | Email: katherine.danielson@yale.edu

### EDUCATION

#### YALE SCHOOL OF MANAGEMENT

##### Master of Business Administration (MBA)

New Haven, CT

2021

- Forté Fellows Merit Scholarship Recipient (2019-2021)
- Jess Morrow Johns (B.A. 1947) Memorial Scholarship for Advertising and Marketing
- Women in Management; Alumni Relations and Professional Development Committee Leader
- Yale Veterans Club

#### UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

##### Bachelor of Arts (BA), International Relations and Global Studies | Minor, Asian Studies

2017

- Jean Perkins Combat Scholarship Recipient (2014); Global Business Brigades (Ghana, Winter Break 2013)
- Leadership Education and Progress (LEAP) Program at the Leadership and Ethics Institute (Fall 2013)
- PARIS INSTITUTE OF POLITICAL STUDIES (SCIENCES PO), Paris, France

Fall 2014

### PROFESSIONAL EXPERIENCE

#### ZEN MONKEY LLC.

San Antonio, TX

##### Co-Founder

2013 – Present

- Founded food-manufacturing startup offering the first ready-to-eat overnight oatmeal in the U.S.
- 250,000+ cups distributed monthly to national grocery store chains and specialty stores
- Raised \$2.5M in financing

##### Co-Head of Operations

2017 – 2019

- Transitioned company from co-packing manufacturing model to self-manufacturer (2017)
- Sourced and purchased \$1M worth of production machinery for \$550K (2017-2018)
- Hired and trained 20-person assembly line; improved retention by 75% by creating a company culture centered on team building, celebrating company wins together, and improving employees' personal lives

##### Head of Sales and Marketing

2013 – 2019

- Grew annual sales from \$250K to over \$4.5M (2017-2019), after losing 95% of retailers (2015-2016)
- Spearheaded packaging redesigns, the first resulted in a 400% increase in same store sales in three months (2017), and the second increased same store sales by another 30% (2018)
- Pivoted distribution strategy into conventional grocery with Safeway and H.E.B. (2016), Hy-Vee and Publix (2018), Price Chopper, Giant Foods, and Schnuck's (2019), ~2,000 stores total
- Created brand ambassador (BA) in-store sampling program; 15% growth week over week (2013-2015)
- Hired and trained over 400 BAs, managed up to 75 BAs at one time, executed 7,000+ demos (2013-2015)

#### TEXAS ARMY NATIONAL GUARD

Austin, TX

##### Public Affairs Broadcast Journalist

2005 – 2012

- Honorable Discharged as a Sergeant (2012) and awarded the U.S. Army Bronze Star
- Shot and edited news stories for radio and TV; products published on 30+ national and international outlets, including CNN, BBC, and Al Jazeera; produced 30-minute documentary "Return with Honor" (2011)
- Managed \$4M+ in broadcast equipment, only soldier trained to maintain the satellite system in Iraq
- Only broadcaster in Southern Iraq (2010); spent 45 weeks out of the year pursuing news stories across the region operating under a 24-48 hour news cycle in austere and remote locations
- Interpersonal skills built trust and credibility with the widest range of rank and position in the military, across government agencies, and civilian municipalities to pursue stories and conduct interviews
- Worked collaboratively with military and civilian stakeholders to broadcast a united message to the world

### ADDITIONAL INFORMATION

- **Guest Speaker** at entrepreneurial events with H.E.B., Launch SA, Hustle & Socialize, W2O Group Austin
- **Consulting:** official consultant to Boomerang's Pies (2017) on field marketing strategy and execution, and as an unofficial consultant and mentor to several food and consumer goods entrepreneurs (2015-Present)
- **Interests:** running, learning about gastronomy and touring wineries, distilleries, and breweries, and nonfiction reading

**VINH KHANG DO**  
Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2021



Khang Do is a United States Army veteran, former Signal and Operations Research Officer. Khang grew up in Vietnam and immigrated to U.S. in 2001. Inspired by the patriotism after the Sep 11 attacks, Khang joined the U.S. Army and was deployed to Iraq.

From Iraq, Khang was recommended and subsequently accepted to the United States Military Academy. Khang graduated from West Point in 2011, majored in Mathematics and commissioned as a Second Lieutenant in the Signal Corps.

During the eight years of military service, Khang enjoyed numerous assignments while fulfilling roles in a variety of specialties. While assigned in South Korea, Kuwait, Afghanistan, Khang held various leadership roles as General Manager and Project Manager providing IT

service for U.S. Army. Culminating at his role as a Senior Manager in Japan, Khang managed a team of over 120 Soldiers, Department of Army Civilians and Local Employees to provide strategic IT services to over 6,000 U.S. Army Soldiers in Japan. Immediately before joining Yale, Khang was the Director of Operations Research, where he led a team of analyst to design experiments, analyze, measure and optimize efficiency of 7 Joint Tests, totaling \$15 millions.

In addition to first year studies at SOM, Khang is actively involved with the Veterans Club, Tech Club, Investment Management Club, Ski Club and Data Analytics Club. Khang is most interested in the internship for the tech industry in the summer of 2020.



**YALE SCHOOL OF MANAGEMENT**  
**VETERANS CLUB**

**VINH KHANG DO**

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**EDUCATION****YALE SCHOOL OF MANAGEMENT****Master of Business Administration (MBA)****New Haven, CT****2021**

- Admitted with SOM scholarship for veteran student

- Attended Google Student Veteran Summit. Member of Tech, Data Analytics and Management Club

**UNITED STATES MILITARY ACADEMY****West Point, NY****Bachelor of Science (BS), Mathematics****2011**

- Internship: Technology Exchange program between U.S. Army and Japan's Ministry of Self-Defense (2010)
- Honors: Dean's List, Pi Mu Epsilon Honor Society member (top 20 students in field) (2010)

**PROFESSIONAL EXPERIENCE****Joint Test Directorate, Army Testing and Evaluation Command****Aberdeen Proving Ground, MD****Operations Research Systems Analysis (ORSA) Director & Operations Officer****2017 – 2019**

- Led a team of 6 analysts to design experiments, analyze, measure and optimize efficiency of 7 Joint Tests
- Supervised 3 members to plan operations, events and equipment resourcing to support 7 Joint Tests (\$16M)

**287th Signal Company, 78th Signal Battalion****Camp Zama, Japan****Senior IT Manager****2015 – 2017**

- Commanded 127 Soldiers, U.S. and Japanese Civilian Employees to manage Army's IT network in Japan
- Managed \$16M in equipment and responsible for leadership, hiring, logistics and administration of unit
- Modernized 16 network circuit infrastructures (in excess of \$30M) and initiated implementation of Voice Over IP for U.S. Army bases in Japan; Facilitated communications in response to Nepal earthquake in 2015

**78th Signal Battalion, 516th Signal Brigade****Camp Zama, Japan****Human Resource Manager****2014 – 2015**

- Supervised 6 Soldiers and 3 Japanese Civilian Employees to provide administrative services for over 600 personnel in Battalion covering hiring, pay issues, vacation, disciplinary actions and evaluations

**335th Signal Command, U.S. Central Command (CENTCOM)****Camp Arifjan, Kuwait****Project/ Contract Manager****2013 – 2014**

- Oversaw funding application for all IT projects and secured over \$189M to support U.S. forces throughout Middle East, most notably Afghanistan and Iraq
- Combined 20+ IT contracts into one comprehensive contract (over \$18M) within 90 days. Awarded by Commanding General for saving the Army over \$40M annually

**304th Expeditionary Signal Battalion, 1st Signal Brigade****Camp Humphrey, South Korea****IT Manager****2012 – 2013**

- Commanded 63 Soldiers to provide tactical, on-the-move communication/ IT to support U.S. Army Korea
- Managed \$3M in equipment and responsible for training, logistics, administration, discipline of members in unit
- Handpicked to deliver tactical communication support to highest-ranking Army General in South Korea

**ADDITIONAL INFORMATION**

- Contributed financially to Nha Tinh Thuong, an NGO supporting orphan children living with HIV in Vietnam
- Encouraged my company to support Elementary school in Japan resulting in over 150 volunteer hours
- Languages: English (Fluent), Vietnamese (Fluent), Mandarin Chinese (Intermediate)
- Current Top-Secret classification, Security+, Interconnecting Cisco Network Devices 1
- Interests: Technology, data analytics, running, geopolitics, military affairs, history and immigration policies

## MICHAEL F. FALVEY

Captain, United States Marines Corps  
Yale School of Management MBA Candidate  
Class of 2021



Michael Falvey is a veteran of the United States Marine Corps and former Infantry Officer. Michael is a native of Plymouth, Michigan.

Michael graduated from the University of Notre Dame with a B.A. in Political Science, and minors in Philosophy and Constitution Studies. Upon graduation in May of 2014, he commissioned as a Second Lieutenant in the Marine Corps and distinguished himself as the university's top Marine graduate.

Prior to entering active duty, Michael was selected to study the theory and practice of politics as a summer fellow at the Washington D.C.-based Hudson Institute. Upon the fellowship's conclusion, he spent an additional six months as an intern at the management consulting firm Booz Allen Hamilton.

In the winter of 2014, Michael entered active duty, attended The Basic Officer Course in Quantico, Virginia, and was selected to serve as an Infantry Officer. He was assigned to 3rd Battalion, 1st Marine Regiment in Camp Pendleton, California. In this capacity, he deployed multiple times and filled numerous positions.

From fall 2016 to spring 2017, Michael deployed as a Weapons Platoon Commander to Okinawa, Japan, and South Korea. Following this initial deployment, Michael was selected to serve as the Executive Officer—Weapons Company, 3rd Battalion, 1st Marines. From summer 2018 to spring 2019, he deployed 150 Marines spread across three Navy ships to Asia, the Middle East, and the Mediterranean in support of the 13th Marine Expeditionary Unit. During this timeframe, he conducted partner nation training and multi-national exercises in Sri Lanka, Djibouti, Italy, India, and Singapore.

After separating from the Marine Corps in August of 2019, he enrolled at the Yale School of Management. He is an active member of the Consulting Club and Veterans Club. He is interested in pursuing internships and career opportunities in consulting and general management.



**Yale SCHOOL OF MANAGEMENT**  
VETERANS CLUB

**MICHAEL F. FALVEY**

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Tel: (734) 660-9258 | Email: michael.falvey@yale.edu

**EDUCATION**

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**YALE SCHOOL OF MANAGEMENT****Master of Business Administration****New Haven, CT****2021**

- GRE: 165/167 (GMAT equivalent, 750; 98<sup>th</sup> percentile)
- Veterans Club; Consulting Club

**UNIVERSITY OF NOTRE DAME****South Bend, IN****2014****Bachelor of Arts, Political Science; Minors, Constitutional Studies and Philosophy**

- GPA: 3.67/4.00
- *Naimoli Leadership Award*, awarded to university's top Marine Officer graduate
- Naval Reserve Officer Training Corps: student officer-in-charge of the 110 Midshipmen unit

**PROFESSIONAL EXPERIENCE**

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**UNITED STATES MARINE CORPS****Asia, Middle East, and Mediterranean****Company Commander, Battalion Landing Team 3.1****2019**

- Led 230 individual across 8 cross-functional teams to support the needs of over 800 Marines and Sailors
- Promoted ahead of two dozen other officers into highly visible command position typically reserved for an individual with 8+ years of military service

**Executive Officer, Weapons Company, Battalion Landing Team 3.1****2017 – 2019**

- Ranked as unit's top officer by immediate supervisor on all performance evaluations for entire two-year period
- Deployed 150 Marines and Sailors in support of operations in Asia, Middle East, and Mediterranean
- Directed all logistical, maintenance, and accountability requirements for 26 vehicles and 1,200 serialized items, totaling over \$20 million in value and distributed across three Navy ships
- Advised Italian Naval Infantry's San Marco Brigade as senior relationship manager; designed and implemented new, long-term training partnership between Marine Corps and Italian units still in use today
- Hand-selected to attend the Marine Corps' premier, graduate-level training course in weapons employment; served as commander's primary advisor in helicopter and fighter jet tactics, operational planning, and risk management

**Platoon Commander, Unit Deployment Program West Pacific****2014 – 2017**

- Ranked in top 5% of organization's two dozen Lieutenants on three consecutive performance evaluations
- Managed a platoon of 43 Marines and Sailors during deployment to Okinawa, Japan, and South Korea
- Supervised training and development of four direct reports, each with a staff of 10

**BOOZ ALLEN HAMILTON****McLean, VA****Intern, Navy and Marine Corps Group****Fall 2014**

- Engaged in internally and externally facing projects, gaining exposure to numerous aspects of consulting life cycle

**HUDSON INSTITUTE****Washington, DC****Fellow, Hertog Political Studies Program****Summer 2014**

- Examined the theory and practice of politics throughout full-scholarship, seven-week curriculum that included seminars with Supreme Court Justices, congressmen, defense officials, and leading university professors

**ADDITIONAL INFORMATION**

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- **Awards:** Navy and Marine Corps Commendation Medal for performance in support of Italian Naval Infantry; awarded Navy and Marine Corps Achievement Medal for performance in Japan and South Korea
- **Countries/territories visited:** Guam, Sri Lanka, Djibouti, Italy, Spain, Oman, India, Singapore, Japan, and South Korea
- **Interests:** 1<sup>st</sup> Place (20-24 Age Division) Louisville Derby Marathon, 2:49.29; winter sports; boxing; reading

## DANIEL K. KURBER

Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2021



Dan Kurber is a husband, father of three, United States Army veteran and former Infantry Officer. Although no longer in active service, Dan continues to serve in the Connecticut Army National Guard as an operations planner. Originally from Alaska, Dan grew up playing sports, reading, and actively participating in student government, both at the school and district level.

Dan graduated from the United States Military Academy in 2011, majoring in German with a Systems Engineering focus and earning the distinction of Distinguished Cadet and member of the Dean's List. Upon graduation, Dan commissioned as a Second Lieutenant in the Infantry branch. Dan also returned to school in 2015 to earn an MS in Organizational Leadership from Columbus State

University, graduating with a 4.0 GPA and presenting his studies on servant leadership at the 2017 Southwest Academy of Management leadership conference.

During eight and a half years of military service, Dan held numerous leadership positions and, as a graduate of the US Army Ranger School and veteran of an operational deployment to Iraq, Dan understands how to motivate and inspire people in extremely difficult situations. While assigned in Georgia, North Carolina, Iraq, and Alaska, Dan held management roles in operations, logistics, administration, and strategic planning. Most recently, Dan served as a Company Commander, leading over 150 soldiers in partnership-building operations with foreign armies in five countries across the Pacific Rim.

Since leaving active duty, Dan enrolled at the Yale School of Management. In addition to first year studies at SOM, Dan is involved with the Veterans Club, General Management Club, Food, Agribusiness, and Beverage Club, and holds a first-year leadership position in the Entrepreneurship Club. Dan is exploring options for summer internships with general management, leadership development, and startups.



**YALE SCHOOL OF MANAGEMENT**  
**VETERANS CLUB**

# DAN KURBER

271 Brushy Plain Road | Branford, CT 06405

Tel: (907) 232-7025 | Email: dan.kurber@yale.edu

## EDUCATION

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### YALE SCHOOL OF MANAGEMENT

#### Master of Business Administration (MBA)

New Haven, CT

2021

- Recipient of Dr. Harold Kerzner Project Management and Yale SOM Meritorious Scholarships
- Leader in the Entrepreneurship Club, member of Veterans and General Management Clubs

### COLUMBUS STATE UNIVERSITY

#### Master of Science (MS), Organizational Leadership

Columbus, GA

2016

- Cumulative GPA 4.0/4.0, Dean's List

• Presented a paper entitled *Closing the Distance: The Role of Technology in Reducing the Impact of Physical Distance on the Practice of Servant Leadership* at the 2017 Southwest Academy of Management Conference

### UNITED STATES MILITARY ACADEMY

#### Bachelor of Science (BS), German Language

West Point, NY

2011

- Cumulative 3.5/4.3 GPA, Dean's List, Distinguished Cadet, Top 15% Graduate
- Studied abroad at the Theresian Military Academy in Wiener Neustadt, Austria

## PROFESSIONAL EXPERIENCE

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### UNITED STATES ARMY

#### Company Commander – Fort Wainwright, AK

2017 – 2019

- Led two companies of 95 and 151 soldiers; selected above peers to lead most elite sub-unit in organization
- Deployed on 3-month Pacific training mission; cross-trained with Australian, Thai, and Japanese Armies
- Managed and maintained over \$250 million in military vehicles and equipment
- Planned, resourced, and executed a rigorous military skills improvement program; created multimedia solutions, increasing shared understanding and equipment utilization for over 40 senior leaders
- Restructured organization based on innovative gap analysis; enabled six teams to double external support

#### Lead Brigade Planner – Fort Wainwright, AK

2016 – 2017

- Oversaw all program planning as primary future operations officer for 4,500-soldier Stryker brigade
- Integrated logistical and operational processes over 15 major projects, including a \$45 million exercise
- Published and implemented planning SOPs; increased collaboration and reduced planning time by 10%
- Mentored peers and employees across multiple projects; supervised knowledge and learning management

#### Company Executive Officer and Platoon Leader – Fort Benning, GA and Fort Bragg, NC

2011 – 2015

- Deployed to Iraq in support of Operation Inherent Resolve; leadership resulted in zero safety incidents
- Served as second-in-command for a 135-man company; improved administrative processes and oversaw maintenance and logistics programs for \$50 million in equipment
- Ran 3 separate organizations of up to 55 personnel; responsible for training and personnel development
- Earned the Distinguished Writer Award over 100+ peers for outstanding analysis and written communication

## ADDITIONAL INFORMATION

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- Experienced in public speaking, leadership, problem solving, team building, and human capital development
- Proficient in project management and programs including Microsoft PowerPoint, Excel, Word, and Outlook
- Extensive practice in coaching and building partnerships with foreign agencies across multiple continents
- Community focused – spearheaded multiple volunteer programs with local charities, including Red Cross

**(DANIEL) JASON LAPADULA**  
Captain, United States Marine Corps  
Yale School of Management MBA Candidate  
Yale Jackson Institute of Global Affairs MA Candidate  
Class of 2021



Jason Lapadula is a United States Marine Corps veteran and former Marine infantry officer. Prior to entering the military, Jason grew up in Pelham, New York. He completed his undergraduate studies at New York University, receiving a Bachelor's of Music in Music Technology.

Jason commissioned in the Marine Corps as a second lieutenant after graduation, and completed the Basic Officer's Course and Infantry Officer's Course in Quantico, Virginia.

During five years of military service, Jason led Marines in numerous capacities both in garrison and forward deployed. While stationed at Camp Lejeune, North Carolina, Jason completed deployments to the Arabian Gulf and Afghanistan.

After separating from the Marine Corps in spring of 2018, Jason enrolled in the Yale Jackson Institute for Global Affairs in fall of 2018. At Jackson, he studies international development in conflict and post-conflict areas and the role of data governance in development and national security.

Jason worked for the World Food Programme in the Republic of Congo during summer of 2019, monitoring, evaluating, and implementing cash and food-based assistance programs in the post-conflict Pool Region of the country. He assisted in a wide range of programs including a school meals program aimed at providing lunches to food-insecure school children and integration programs for ex-combatants.

A first-year at the Yale School of Management, Jason is interested in pursuing an internship in private-public partnerships in the technology sector for summer of 2020.

Jason is proficient in French, and plans to continue to study the language throughout his time at Yale. He is also an avid backcountry skier, climber, and trail runner. In the fall of 2019, he completed a 50-mile unsupported trail race where he placed second overall.



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# **(DANIEL) JASON LAPADULA**

12 Trumbull St., Apt. #301 | New Haven, Connecticut 06511

Tel: (917) 331-1210 | Email: jason.lapadula@yale.edu

## **EDUCATION**

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### **YALE SCHOOL OF MANAGEMENT**

**Master of Business Administration (MBA)**

**New Haven, CT**

**2021**

### **YALE JACKSON INSTITUTE FOR GLOBAL AFFAIRS**

**Master of Arts (MA) in Global Affairs**

**New Haven, CT**

**2021**

- Focus on the intersection of technology, development, and national security

### **NEW YORK UNIVERSITY**

**Bachelor of Music (BM), Music Technology (Cum Laude)**

**New York, NY**

**2012**

## **PROFESSIONAL EXPERIENCE**

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### **WORLD FOOD PROGRAMME**

**Volunteer, Monitoring & Evaluation**

**Kindamba, Republic of Congo**

**Summer 2019**

- Implemented a school meals program, a food for assets program, and general food assistance programs for returning internally displaced populations affected by violent conflict in the Pool Region of Congo
- Monitored and distributed 140+ metric tons of food assistance over three months

### **UNITED STATES MARINE CORPS**

**Battle Captain, Task Force Southwest**

**Camp Lejeune, NC**

**2017 - 2018**

- Supervised and coordinated medical evacuations, insertion/extraction of friendly forces in combat operations, aerial reconnaissance, and air/ground-based kinetic strikes in Helmand Province, Afghanistan
- Synchronized logistics, security, communications, and air asset management to support coalition forces and Afghan National Security Forces during combat operations

### **Camp Commandant/Anti-Terrorism Force Protection Officer, Task Force Southwest**

**2016 - 2017**

- Managed new construction and facilities maintenance, totaling over \$4.4M for Shorab Annex in Helmand Province, Afghanistan, providing basic life support services and force protection for 700+ individuals
- Supervised anti-terrorism force protection planning throughout Helmand Province, Afghanistan to ensure coordinated effort with NATO Operation Resolute Support

### **Assistant Operations Officer, 3d Battalion, 6th Marine Regiment**

**2016**

- Developed and implemented training for 1.2K infantry Marines to prepare for future combat operations, focused on individual skills such as marksmanship, and collective skills such as battalion operations

### **Company Executive Officer, Kilo Company, 3d Battalion, 6th Marine Regiment**

**2015 - 2016**

- Oversaw training and equipping of 180+ Marines, and mentored junior officers on training and readiness for combat operations
- Managed company armory and supply accounts, totaling \$3.3M of weapons and gear

## **ADDITIONAL INFORMATION**

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- Proficient in French (speaking/reading/writing)
- Contributing Writer, *Yale Journal of International Affairs*
- Interested in ultra-distance running (recently placed 2<sup>nd</sup> in a 50 mile trail race), climbing, backcountry skiing

**JAMES E. MACGIBBON**  
Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2021



James MacGibbon is an Active Duty, United States Army Engineer officer. James grew up in Plano, Texas and is a proud alumni of Plano Senior High School.

James graduated from the United States Military Academy in 2012, majoring in Systems Engineering and earning the distinction of most Outstanding Graduate in Systems. James was also a scholar athlete and played all four years on the top ranked NCAA DI Army lacrosse team. James commissioned as a Second Lieutenant in the Infantry upon graduation.

James' first year of Infantry training in Ft. Benning, Georgia culminated with the rigorous Army Ranger and Airborne schools. After moving to Hawaii, James became a Platoon Leader where he led multiple large unit exercises and mastered small unit tactics in complex exercises in Asia and North America. This led

to a promotion as a Company Executive Officer where he oversaw company supply chain management, maintenance operations, and logistics and accountability of over \$40 million of equipment across the Western Hemisphere.

James transitioned to the Army Engineer Regiment in 2016 where he earned a MS in Engineering Management and was hand selected to attend engineer diving training in Florida. Upon graduation, James immediately deployed to the Middle East and assumed Command of the only Army Dive Detachment in the Middle East. James led the company through 20 months of organizational change and operations across North America as one of only four Engineer Dive Detachments on the continent before enrolling at the Yale SoM.

Upon graduation in 2021, James will return to the United States Military Academy where he will be an Assistant Professor in the Systems Engineering Department. James is an active member in SoM's Veteran's, Technology, and Food, Agribusiness, and Beverage Clubs.



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## **James E. MacGibbon**

Captain, U.S. Army, Engineer

604 Glynn Springs Drive Williamsburg, VA 23188

jemacgibbon@gmail.com 214-608-4539

### **EXPERIENCE**

#### **CAPTAIN, UNITED STATES ARMY**

##### **569<sup>th</sup> Engineer Dive Detachment**

**Fort Eustis, VA; Kuwait**

*November 2017 - Present*

*Plan and execute operations for 25-man Detachment, mitigate risk, and oversee maintenance of over \$5M of specialized Dive equipment*

- Ranked as a top 10% officer against 44, recommended to be promoted ahead of peers, potential assessed as unlimited, and selected from pool of 12 volunteer candidates to Command 1 of only 5 operational Engineer Dive Detachments in the Army.
- Led 3 critical reconnaissance missions at Mosul Dam, Iraq supporting U.S. Army Corps of Engineers. Successfully mitigated risk by overseeing diving security operations across 3 foreign countries in support of Department of Defense entities.
- Proactively organized and directed 2 leader conferences with over 25 people to develop and assess 6 core values in response to observed deficiencies in Detachment culture; lead effort to instill values into daily operations and climate.
- Directed 5 Leader Engagements with Kuwaiti government diving agencies to ensure interoperability & future operations.

##### **25<sup>th</sup> Infantry Division**

**Schofield Barracks, HI**

*January 2015 – January 2016*

##### **Stryker Rifle Company, Executive Officer**

*Second in command for a 171 man Stryker Brigade Combat Team (SBCT) Rifle Company capable of deploying worldwide.*

- Selected as only officer of 6 to hold multiple positions during consecutive deployments to Thailand, Korea, and Philippines; awarded Army Commendation Medal for logistical planning and operation execution during international training events.
- Arranged logistics and maintained accountability of Company sized element of 100+ people, 20+ vehicles, and hundreds of security-sensitive items valued at over \$40 million across four separate locations throughout the Western Hemisphere.
- Analyzed and redesigned standard procedures for Company maintenance program; synchronized Company Supply Chain Management plan with Operations resulting in proper support of 2, week long Company training events in external environments.

##### **Stryker Rifle Company, Platoon Leader**

*July 2013 – January 2015*

*Led and managed a 46-man Stryker Infantry platoon assigned to conduct full-spectrum land warfare operations worldwide.*

- Rated as #1 of 9 Rifle Platoon Leaders; selected as only U.S. Platoon Leader to execute a dynamic, combined live fire with Thai Army due to demonstrated ability to mitigate risk, bridge communication gap, and accomplish high risk mission.
- Organized Company logistics and executed Platoon missions during 60-day, major training event in Ft. Irwin, CA; awarded Army Achievement medal for leadership displayed during movement of \$40+ million worth of equipment and tactical scenarios.
- Directed the Arrival/Departure Airfield Control Group deployment node of US Army Pacific's Contingency Response Force during 2 emergency preparedness exercises, deploying Army assets throughout the Western Hemisphere on short notice.

### **EDUCATION**

#### **Missouri University of Science and Technology**

**Rolla, MO**

#### **Master of Science in Engineering Management, GPA: 4.0**

*August 2016 – July 2018*

- Started degree while stationed at Ft. Leonard Wood, MO; finished remaining credits while working full time.

#### **United States Military Academy**

**West Point, NY**

#### **Bachelor of Science; Systems Engineering, GPA: 3.92 (22/1,030)**

*July 2008 - May 2012*

- NCAA Division I Athlete; Varsity Lacrosse; 4 Years; Patriot League All-Academic Team (2012) & Honor Roll (2009-2012).
- Academic Pentathlete, Superintendents Award for Excellence, #1 cumulative GPA in Systems Engineering for Class of 2012.
- Presented Capstone project of systems analysis & decision making for weapon system recommendation to Army acquisitions.

### **PERSONAL**

- #1 age group at Fort Rucker 2017 triathlon, Yorktown 2018 10k, and winner of Camp Patriot Strength & Endurance competition.
- Visited 7 foreign countries with 15+ domestic trips during personal time in past 4 years; desire to continue traveling globally.
- Member of Team Red, White, and Blue, a nationwide organization that bridges social gap between military and civilians.

## Quinlan C. Melvin

Lieutenant, United States Navy  
Yale School of Management MBA Candidate  
Class of 2021



Quinlan Melvin is an active duty officer in the U.S. Navy stationed in New Haven, CT. Prior to reporting for duty in New Haven, Quinlan served on-board the Virginia-class submarine USS COLORADO (SSN-788) stationed in Groton, CT.

Quinlan graduated from the Colorado School of Mines in 2010 with a BS in Chemical Engineering with a minor Business and Economics. After graduating, Quinlan reported to Navy Officer Candidate School where he earned a commission in the U.S. Navy.

Quinlan then reported to Navy Nuclear Power School in Charleston, SC. There, he completed graduate-level coursework in nuclear engineering, electrical engineering, thermodynamics, radiological chemistry, and advanced mathematics and graduated with distinction.

In 2016 Quinlan reported to SSN-788, a new construction project, at General Dynamics Electric Boat. As the Electrical and Reactor Control Officer he led multiple teams of nuclear operators in the construction, testing, and certification of all nuclear and engineering systems. Once certified from an engineering standpoint, USS COLORADO was commissioned, and Quinlan stepped into the role of watch-team leader. As a watch-team leader he trained forty sailors in the tactical employment of USS COLORADO in preparation for her maiden deployment as a warfighting asset. In April of 2019 Quinlan reported to Yale NROTC to serve as a Naval Science Instructor and is jointly pursuing an MBA at Yale SOM.

Quinlan is currently a first-year student at SOM involved with the Yale Graduate Rugby Football Club, Veterans Club, General Management Club, Media & Entertainment Club, and Finance Club. He is also heavily involved in Yale College as a Naval Science Instructor at the Yale NROTC unit. He teaches courses in Naval Operations and Naval Weapons and serves as the Nuclear Programs Officer, preparing students from Yale University for technical accessions interviews in physics, calculus, and engineering at Naval Reactors Headquarters.



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# **QUINLAN MELVIN**

53 Harbour Close | New Haven, Connecticut 06519  
Tel: (303) 513-2879 | Email: quinlan.melvin@yale.edu

## **EDUCATION**

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### **YALE SCHOOL OF MANAGEMENT**

#### **Master of Business Administration (MBA)**

**New Haven, CT**

**2021**

- Yale Veterans Network member, SOM Veterans Club member, Sponsorship and Recruitment Chair Yale Graduate Rugby Football Club

### **NAVAL NUCLEAR POWER SCHOOL**

**Goose Creek, SC**

**2016**

- Graduate level course of study to include thermodynamics, nuclear physics, and plant operation
- Graduated with Distinction

### **COLORADO SCHOOL OF MINES**

**Golden, CO**

**2014**

#### **Bachelor of Science (BS), Chemical Engineering**

- Minor in Economics and Business
- Student Peer Mentor, Men's Rugby Club, Men's Volleyball Club, Beta Theta Pi Fraternity, American Institute of Chemical Engineers

## **PROFESSIONAL EXPERIENCE**

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### **UNITED STATES NAVY**

#### **Naval Science Instructor, Yale NROTC**

**2019 – Present**

- Instructor of Naval Operations and Seamanship; an advanced course of study for Yale College Midshipmen in formation tactics, ship handling, command and control, naval communications, and leadership.

#### **USS COLORADO**

**2016 – 2019**

- Spearheaded innovative work controls process improvement which saved more than 1,000 man-hours over a six-month modernization period; contributed to early delivery and commissioning of USS COLORADO
- Generated database for capturing watch-team deficiencies, identifying causes, and distributing recommendations for improvement; resulted in highest achievable grade on major warfare inspection
- Coordinated with contract organization Electric Boat as ship's liaison to manage the efficient and early completion of more than five hundred safety-of-ship upgrades during a \$300M maintenance overhaul
- Trained and mentored a team of forty sailors to tactically employ US Naval Submarine; selected as primary watch-team on USS COLORADO to detect, track, and engage enemy submarines and surface assets
- Appointed to represent the crew and officers of USS COLORADO on multiple public relations efforts with media and news organizations, bolstering community outreach for the boat's commissioning ceremony
- Demonstrated technical capability; achieved highest individual engineering examination performance over sixty personnel. Appointed as nuclear supervisor for major inspection, boat received highest possible marks
- Oversaw completion of the most scrutinized test programs in the Navy, power range testing, as reactor plant supervisor; resulted in record certification of USS COLORADO's reactor core and engineering systems.
- Developed and implemented major overhaul to engineering training program to promote long-term retention of knowledge; lead to evaluation at highest possible metric by Navy's nuclear regulatory agency
- Represented COLORADO as Team Captain at 2018 Fitness Competition hosted at New London Submarine Base; seized first place, the only team from an operational submarine to do so in more than a decade

## **ADDITIONAL INFORMATION**

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- USS COLORADO's 2018 Junior Officer Of the Year for SUBMARINE SQUADRON FOUR
- A devoted CrossFit Athlete and Rugby player; member of the New Haven Old Black Rugby Football Club

**JON R. MILLER**  
Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2021



Jon Miller is a United States Army veteran and former Infantry Officer. Prior to entering the military, Jon grew up in Columbia, MD and studied jazz guitar at the University of Maryland, Baltimore County.

In 2006, Jon shifted gears from music and resolved to attend West Point, graduating from the United States Military Academy in 2010. Jon majored in Mechanical Engineering and commissioned as a Second Lieutenant in the Infantry.

During eight years of service, Jon trained and led combat units in Georgia, North Carolina, Afghanistan, and Texas. Jon's military experience includes operational deployment, interservice collaboration, and host-nation partnership. Jon was medically retired from the military in 2018.

In addition to his studies as a first year MBA candidate, Jon founded and is currently developing a startup that prepares and places transitioning service members into durable trade professions.



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# **JONATHAN MILLER**

East Haven, Connecticut 06512

Tel: (301) 335-2622 | Email: [jon.miller.jrm267@yale.edu](mailto:jon.miller.jrm267@yale.edu)

## EDUCATION

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### **YALE SCHOOL OF MANAGEMENT**

**Master of Business Administration (MBA) Candidate, Class of 2021**

**New Haven, CT**

**2019**

### **UNITED STATES MILITARY ACADEMY**

**Bachelor of Science (BS), Mechanical Engineering**

**West Point, NY**

**2010**

- Dean's List (2007-2010)
- Passed NCEES Fundamentals of Engineering Exam (2010), inducted into the Order of the Engineer (2009)
- Selected to serve as a Cadet Regimental Executive Officer; supervised a staff of 12 peers, responsible for the leader development program of 1,000 cadets in one of the Academy's four regiments (2010)
- Proterra Innovation Award for transmission design in senior Capstone Project (2010)

## PROFESSIONAL EXPERIENCE

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### CAPTAIN, U.S. ARMY

#### **A COMPANY, WARRIOR TRANSITION UNIT, CARL R. DARNALL MEDICAL CENTER**

**Ft. Hood, TX**

**2018 - 2019**

##### **Soldier in Transition**

- Focused on medical rehabilitation and retirement due to an injury received in the line of duty

#### **C TROOP, 3<sup>RD</sup> CAVALRY REGIMENT, III CORPS**

**Ft. Hood, TX**

**2017 - 2018**

##### **Troop Commander**

- Commanded a 151-soldier infantry troop and developed a team of 5 lieutenants and 4 senior non-commissioned officers while managing \$80M of weapons and equipment and a \$4M annual budget
- Planned and executed a 4-month training progression consisting of 3 expeditionary readiness exercises and 5 complex training events involving live weapons, vehicle maneuvers, artillery, and aircraft
- Designed and implemented training glidepath for the Army's integrated secure geo-tracking and communications platform that increased Stryker Crew certification by 60% across a 550-soldier squadron
- Led a 61-soldier Crisis Reaction Force as part of Fort Hood's emergency response plan to secure the installation and surrounding area in event of an emergency

#### **3<sup>RD</sup> CAVALRY REGIMENT, III CORPS**

**Ft. Hood, TX**

**2016 - 2017**

##### **Regimental Assistant Operations Officer**

- Synchronized daily efforts of a 12-person operations staff to facilitate mission accomplishment for a regiment of 4,900 soldiers
- Planned regimental operations for fiscal year 2017, including deployment of 1,600 soldiers, 114 vehicles, and complementary equipment

#### **U.S. ARMY JOHN F. KENNEDY SPECIAL WARFARE CENTER AND SCHOOL**

**Ft. Bragg, NC**

**2014 – 2016**

##### **Captain**

- Rated first of 36 captains at the Army Special Operations Forces Captain's Career Course
- Completed Special Forces Assessment and Selection; Small Unit Tactics; Survival, Evasion, Resistance and Escape (High Risk); and the Special Forces Detachment Leader Course

#### **1<sup>ST</sup> BATTALION, 508<sup>TH</sup> PARACHUTE INFANTRY REGIMENT, 82<sup>ND</sup> AIRBORNE** Ft. Bragg, NC | Kandahar, Afghanistan

**2012 - 2014**

##### **Executive Officer, Charlie Company**

- Implemented maintenance systems for \$21M worth of equipment that enabled the execution of pre-deployment training and successful mobilization of the entire company and its equipment for overseas contingency operations

##### **Infantry Platoon Leader, Delta Company**

**2010 - 2012**

- Selected to execute the company's primary mission; led platoon independently in a highly-contested area for 4 months while living and partnering with an Afghan National Army unit

## ADDITIONAL INFORMATION

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- **Awards:** Bronze Star Medal, Meritorious Service Medal, Army Commendation Medal, Combat Infantryman's Badge, Expert Infantryman's Badge, Air Assault Badge, Parachutist's Badge, and Ranger Tab
- **Interests:** Strength training and coaching, woodworking, jazz-guitar

## NEIL J. NORONHA

Lieutenant Junior Grade, United States Navy  
Yale School of Management MBA Candidate  
Class of 2021



Neil Noronha is a United States Navy reservist and current Military Intelligence Officer. Hailing from Bowie, MD, Neil has spent nearly all of his civilian career within Federal service.

Neil graduated from Georgetown University, Edmund Walsh School of Foreign Service in 2014, majoring in International Economics with a Latin American Studies certificate and earning *Magna Cum Laude*. He also completed his graduate studies there in 2016 as part of an accelerated Bachelor of Science in Foreign Service/Master of Arts in Security Studies.

After his undergraduate studies, Neil joined Federal service as a political appointee in the Obama Administration at the Department of Defense. Under the Defense Fellows Program, Neil completed two rotations around the Pentagon: one as the

Special Assistant to the Assistant Secretary of Defense for Special Operations and Low-Intensity Conflict and one as an Action Officer under the Office of the Undersecretary of Defense for Intelligence. His work included serving as a speechwriter for the Assistant Secretary and as a member of two departmental task forces (one concerning the Ebola Virus Outbreak and one related to the Chinese exfiltration of data from the Office of Personnel Management). He then received a one-year appointment as a Special Assistant at the White House on the National Security Council Staff. There, he oversaw the presidential disaster declaration process for declaring severe man-made and natural incidents as major disasters or emergencies.

At the conclusion of the Obama Administration, Neil spent 1.5 years in the think tank community with Stanford University's Hoover Institution and Carnegie India. For the former, he assisted retired Judge Alice Hill with research on the national security implications of climate change. For the latter, he was a visiting scholar as part of the Henry Luce Scholars Program, where he lived in New Delhi and investigated how the Indian government handles transnational security threats. Upon returning from India, Neil spent the past year before entering Yale on Capitol Hill as foreign policy and defense fellow with Army veteran, Senator Tammy Duckworth under the Asian Pacific American Institute for Congressional Studies.

Neil is interested in the intersection between economics and national security. He desires to intern and then work in management and strategy consulting.



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# **NEIL NORONHA**

71 North Lake Drive, Stamford, CT 06903

Tel: (240) 678-6716 | Email: [neil.noronha@yale.edu](mailto:neil.noronha@yale.edu)

## **EDUCATION**

### **Yale University: School of Management**

Master of Business Administration

**New Haven, CT**

**2021**

- Awarded Hechinger scholarship (67% tuition); Admissions Guide and Blogger; GMAT: 760 (99<sup>th</sup> percentile)

### **Georgetown University: School of Foreign Service (SFS)**

Master of Arts in Security Studies, U.S. National Security Policy

**Washington, D.C.**

**2016**

- Awarded 50% tuition scholarship; 2015-2016 Fellow, Center for the Study of the Presidency & Congress

Bachelor of Science in Foreign Service, International Economics

**2014**

- Earned Magna Cum Laude and Latin American Studies Certificate; Member, John Carroll Fellows Initiative

## **MILITARY EXPERIENCE**

### **U.S. Navy Reserve: Naval Information Forces Reserve**

Intelligence Officer, Lieutenant Junior Grade Rank (O-2)

**Washington, D.C.**

**2018 – Present**

- Selected among 278 candidates for 1 of 68 direct commissions as a naval intelligence officer for fiscal year 2017
- Administered the Antiterrorism Awareness Level 1 Training to over 500 reservists, leading to their successful completion of a General Management Training requirement for fiscal year 2020
- Briefed about select Russian and North Korean submarines in preparation to earn the naval information warfare pin

## **PROFESSIONAL EXPERIENCE**

### **Office of Senator Tammy Duckworth (D-IL)**

Legislative Fellow

**Washington, D.C.**

**2018 – 2019**

- Selected among 50 candidates for 1 of 4 yearlong fellowships sponsored by the Asian Pacific American Institute for Congressional Studies
- Drafted and secured passage of Section 5302 of the National Defense Authorization Act for Fiscal Year 2020, which highlights the need for the Department of Defense to prioritize and properly fund logistics
- Drafted 75 recommendation memos for the Senator on national security-related voting decisions, political appointee nominations, and requests for co-sponsorship of legislation to counsel her on global affairs and U.S. foreign policy

### **Carnegie India**

Visiting Scholar

**New Delhi, India**

**2017 – 2018**

- Awarded among 225 candidates 1 of 17 yearlong fellowships as part of the Henry Luce Scholars Program
- Published a 4,000-word paper with *Carnegie India* about how India should become an international leader in financial intelligence and hosted a 11-person roundtable discussion to present the paper's findings
- Authored two 800-word opinion editorials with *The Print* and *The Diplomat* about financial intelligence and disaster management, respectively, and an 800-word book review for *Seminar Magazine*

### **White House: National Security Council (NSC) Staff**

Special Assistant to the Senior Director for Response Policy

**Washington, D.C.**

**2015 – 2017**

- Managed the presidential approval process for declaring severe incidents under the Robert T. Stafford Act, which enabled the U.S. government (USG) to provide state governments with more than \$1.5 billion in disaster assistance
- Coordinated with Office of White House Counsel and Office of Management and Budget on more than 75 requests in 2016 for Federal assistance, with the President making 50 Stafford Act declarations
- Authored more than 10 situational awareness updates and briefing memos to the President and senior NSC Staff principals about severe weather events, their impact on local populations, and the USG response

### **U.S. Department of Defense**

Defense Fellow (Schedule C Political Appointee)

**Arlington, VA**

**2014 – 2015**

- Evaluated how data aggregation, emerging technologies, and cyber operations impact sensitive activities
- Wrote 5 speeches for the Assistant Secretary of Defense for Special Operations & Low-Intensity Conflict

## **ADDITIONAL INFORMATION**

- Graduate and Undergraduate alumni mentor and admissions reviewer/interviewer for Georgetown University, SFS
- Member of the Internal Revenue Service's Volunteer Income Tax Assistance Program, New Haven Chapter
- Spanish (advanced speaking, reading, writing), Hindi (intermediate speaking, reading, writing)

**GRANT H. PETERSEN**  
Captain, United States Army  
Yale School of Management MBA Candidate  
Class of 2021



Grant Petersen is a United States Army veteran and former Logistics Officer. Grant grew up a Navy brat and has moved thirteen times, including five overseas tours.

Grant graduated with honors from the United States Military Academy in 2014, earning a Bachelor of Science in Economics. He also achieved Dean's List and Distinguished Cadet every semester and was the ranking cadet in his class to commission Quartermaster.

Upon completing Basic Officer, Airborne, and Parachute Rigger training, Grant was selected to lead the only detachment in the 173<sup>rd</sup> Infantry Brigade Combat Team (Airborne). In Aviano, Italy, Grant and his team of 86 soldiers liaised with the Italian Air Force and enabled multinational parachute training in 19 countries.

Grant was then stationed with 173<sup>rd</sup>'s Headquarters in Vicenza, Italy, where he held leadership positions in operations, logistics and strategy. While in Italy, Grant participated in eight NATO exercises including Operation Atlantic Resolve. Grant also graduated Jumpmaster School to train techniques for jumping out of aircraft and became a Senior Rated Parachutist.

At Ft. Bragg, North Carolina, Grant finished his five years of service with the 528<sup>th</sup> Sustainment Brigade (Special Operations) (Airborne) where he worked in logistics consulting and human resources in support of Operation Inherent Resolve.

After his Army service, Grant began his Full Time MBA at Yale School of Management. At Yale, Grant is involved with the Veterans, Consulting, General Management, Tech, Ski and Voices Clubs. For his summer internship, Grant is exploring options within general management and consulting.



**YALE SCHOOL OF MANAGEMENT**  
VETERANS CLUB

# GRANT PETERSEN

479 Orange Street, Apt. #1A | New Haven, Connecticut 06511  
Tel: (805) 231-1223 | Email: grant.petersen@yale.edu

## EDUCATION

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### YALE SCHOOL OF MANAGEMENT

#### Master of Business Administration (MBA)

- GMAT: 720 (94<sup>th</sup> percentile)
- Recipient: Bank of America Scholarship, annual merit-based endowment
- Member: Veterans, Consulting, General Management, Technology, Ski, and Voices Clubs

New Haven, CT

2021

### UNITED STATES MILITARY ACADEMY

#### Bachelor of Science (BS), Economics *with honors*

- GPA: 3.88/4.00
- Dean's List, Distinguished Cadet
- Army Congressional Internship under Congressman Chris Gibson

West Point, NY

2014

## PROFESSIONAL EXPERIENCE

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### UNITED STATES ARMY SPECIAL FORCES COMMAND

#### Logistics and Human Resources Officer

Ft. Bragg, NC

2018 – 2019

- Ranked top 3 of 61 (top 5%) Officers in peer group by ranking logistician in US Army Special Forces
- Redesigned human resources systems for 350 soldiers operating worldwide, resulting in the highest personnel readiness rate (97%) across 15 Special Operations divisions for six consecutive months
- Analyzed combat support concepts as deputy director of ten-person consulting team, expediting retrograde of 118K units of American equipment from Syria
- Redesigned and supervised administrative procedures for short notice deployments, reducing organizational response time by 50%

### UNITED STATES ARMY

#### Logistics Officer

Friuli-Venezia Giulia, Italy

2016 – 2017

- Coordinated logistics activities of 795 personnel during eight multinational training exercises, strengthening NATO alliance and regional stability while maintaining highest unit readiness rating possible
- Led ground training, in aircraft actions, and jumper-exit for over 1,000 personnel with zero injuries, achieving 95% parachutist proficiency rating across organization
- Planned 16 international parachute operations, including D-Day and Market Garden Commemorations, resulting in safe parachuting of 4,000 paratroopers and \$16MM of equipment across seven countries
- Piloted diversity and awareness program; trained 14 trainers and ensured 100% of unit personnel trained on new Department of Defense policy

#### Operations Officer

2014 – 2015

- Managed 86 personnel and \$47MM in resources enabling service and delivery of 36,000 parachutes for 4,500 customers across 19 countries; tripled parachute maintenance output
- Established two parachute rigging facilities in Latvia and Estonia, extending operational reach of the Army contingency response force in Europe

## ADDITIONAL INFORMATION

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- Cultural Experience: Resided in Belgium, Japan, Germany and Italy (twice); traveled to 27 countries
- Interests: Avid reader and meditation practitioner including 20 days of silent retreat

## VIPUL SHARMA

Major, United States Air Force  
Yale School of Management MBA Candidate  
Class of 2021



Vipul Sharma is a United States Air Force veteran. Prior to entering the military, Vipul grew up in Tucson, Arizona.

Vipul graduated from the United States Air Force Academy in 2007, majoring in Mechanical Engineering with a minor in Mandarin earning the distinction of Distinguished Military Graduate. Upon graduation, Vipul commissioned as a Second Lieutenant and attended graduate school at the Air Force Institute of Technology where he earned a masters in Aeronautical Engineering. His thesis focused on Ceramic Matrix Composites, a material with the potential to make jet engines more efficient.

Following his graduate studies Vipul attended pilot training where he graduated first in his class. Vipul was retained as a flight instructor teaching officers the fundamentals of military aviation. During his instructor tour Vipul volunteered for a deployment to Kandahar, Afghanistan where he flew an information, surveillance, and reconnaissance aircraft that provided ground forces with video footage and imagery. After his instructor assignment Vipul moved to Delaware where he flew the C-5M Super Galaxy. He aided the United States' strategic objectives with by providing strategic airlift flying the Air Force's largest aircraft. Vipul's missions focused on Iraq and Afghanistan but he was able to deliver airlift to six continents. Vipul also delivered humanitarian aid to Puerto Rico following Hurricane Maria. For his last assignment Vipul taught cadets how to fly at the United States Air Force Academy.

After separating from the Air Force in the summer of 2019, Vipul enrolled at the Yale School of Management. In addition to first year studies at SOM, Vipul is involved with the Veterans Club, Consulting Club, and MBA Impact Investment and Training (MIINT) club focusing on healthcare. Vipul is also an admissions officer for the United States Air Force Academy and continues to serve as a C-5M pilot in the United States Air Force Reserves.

Vipul is most interested in management consulting, human capital, and leadership and development programs. He enjoys spending time with his family, running, Peloton, reading, and travelling. Vipul and his family hope to settle down in the Rocky Mountains, Southwest, Pacific Northwest, or Mid-Atlantic regions.



**YALE SCHOOL OF MANAGEMENT**  
VETERANS CLUB

## VIPUL SHARMA

55 Wilkins Street | Hamden, Connecticut 06517

Tel: (719) 337-4061 | Email: [vipul.sharma@yale.edu](mailto:vipul.sharma@yale.edu)

### EDUCATION

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#### YALE SCHOOL OF MANAGEMENT

Master of Business Administration Candidate

New Haven, CT

2021

#### AIR FORCE INSTITUTE OF TECHNOLOGY

Master of Science (MS) in Aeronautical Engineering

Wright-Patterson Air Force Base, OH

2008

- Researched fatigue properties of Ceramic Matrix Composites in steam environments, a material with potential of improving jet-engine efficiency 15%.
- Studied aircraft design, linear algebra, structural failure, rocket engines, and autopilot design.

#### UNITED STATES AIR FORCE ACADEMY

Bachelor of Science (BS) in Mechanical Engineering, Minor in Mandarin

US Air Force Academy, CO

2007

- Studied coursework in mechanics, computer science, political science, thermodynamics, and leadership.
- Executed independent study on efficiencies of various electricity plants.
- Winner, Graduate Scholars Program, scholarship delivered to Cadet chosen by instructors to return as a teacher at the US Air Force Academy Department of Engineering Mechanics.

### PROFESSIONAL EXPERIENCE

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#### UNITED STATES AIR FORCE

2018 - 2019

##### Powered Flight Program Manager and T-53A Instructor Pilot

US Air Force Academy, CO

- Procured funding for \$150K virtual reality flight training system by proving 25% training capacity increase to management
- Managed flight education of over 650 cadets annually, authored 2 syllabi & coordinated curricula for USAF Academy's newest flying program; resulting in increased student capacity equivalent to 50% of USAF's annual pilot candidates
- Led 70 military officers in execution of flight training syllabus; matched student requirements with instructor capabilities resulting in the Powered Flight Program being ranked as one of the top-rated programs at the US Air Force Academy
- Evaluated student performance in \$300K aircraft and taught fundamentals in military aviation; tracked metrics on student performance used to make recommendations on which type of aircraft each Cadet is best suited for

2013 - 2019

##### Chief, Commander's Action Group

Dover, DE

- Prepared communications on behalf of base commander for audience of over 33,000 local residents; explained base needs to Congressional and USAF staff officers to obtain funding for \$125 million hangar facility
- Led team of 12 personnel, responsible for \$263 million C-5M aircraft delivering supplies to six continents; commanded airlift for Presidential Motorcade to help strengthen diplomatic ties with Western European nations; solved complex and vague problems while analyzing data to help reduce inefficiencies in Department of Defense's logistic supply system
- Commanded group of 400 personnel executing base's human relations, lodging, and recreation functions; reviewed base's authorized job positions and reallocated human capital resulting in zero layoffs for base's 2,000 civilian employees during sequestration
- Managed team of 30 personnel to oversee 40% of US strategic airlift (by volume); improved processes to reduce cargo transportation waste; unit named number one Command Post amongst 15 other bases

2008 - 2013

##### Executive Officer

Del Rio, TX

- Top Graduate of USAF Undergraduate Pilot Training/Winner, Air Education and Training Command Commander's Trophy
- Led 650 student pilots while teaching flying fundamentals; produced pilots for mobility and special operations forces
- Reviewed training program for student pilots and identified unused excess capacity; updated training schedules to maximize resource usage resulting in a graduation timeline 25% faster than previous average
- Volunteered for deployment to Kandahar, Afghanistan; flew 148 combat missions providing video footage to allied ground forces

### ADDITIONAL INFORMATION

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- Volunteer Work: Admissions Officer for US Air Force Academy; I interview and mentor prospective applicants
- Interests include cycling, reading (favorite authors are Jon Krakauer, Calvin Newport, George RR Martin, and Dr. Seuss), seeing the northern lights from 33,000 feet, and going running in over 21 countries.