

EXPERIENCE

- 2010 - Present **BOOZ & COMPANY** New York, NY
Strategy Associate
- Led teams, structured work, conducted analyses, and built relationships with senior / executive level clients at Fortune 500 retail, consumer, media, and manufacturing companies as strategy consultant
 - **Global Marketing Services Provider:** Led team of 5 consultants (across 3 countries) that identified, analyzed, and designed ~\$700M growth strategy, including M&A target identification and valuation
 - **Nationwide Specialty Retailer:** Led marketing, real estate, and sourcing work streams of corporate strategy and operations diagnostic; redesigned organization structure and identified ~\$25M in savings
 - **Health Insurer:** Developed consumer insights to define new retail market, presence, and capabilities
 - **Broadcast Television Network:** Identified and sized ~\$500M in growth and savings opportunities
 - **Mail Order Pharmacy:** Evaluated key merger synergies and facilitated post-merger integration
 - **Handbag Designer / Retailer:** Analyzed industry, competitor, and consumer trends for growth strategy
 - **Drugstore Chain:** Identified ~\$50M in cost savings, as part of larger transformation
 - **Global Book Publisher:** Analyzed impact of eBook growth on profitability; designed new capabilities
 - **Professional Services Firm:** Assessed competitive landscape and developed go-to-market strategy
- 2004 - 2008 **INFOSYS CONSULTING** Fremont, CA & New York, NY
Senior Associate, Retail Industry Practice
- Recruited to join as start-up consultancy; led stand-up of multiple internal departments / processes
 - Designed and built capabilities for Fortune 500 retail, software, and logistics clients
 - **Fashion Designer / Retailer:** Identified capabilities to improve planning, merchandising, and buying
 - **Ocean Container Shipper:** Conducted market and competitive analysis for growth strategy
 - **Mass Market Retailer:** Designed metrics for CMO to track 150+ active initiatives
 - **Software Developer:** Interviewed corporate customers for software licensing process improvement
 - Promoted twice (both early); Mentored analyst and conducted year-end appraisal / defined goals
- 2003 - 2004 **ACCENTURE** New York, NY
Analyst, Supply Chain Service Line
- **Electronics Retailer:** Designed / analyzed new supply chain to move 500M units/year to 700 stores
 - **Off-Price Retailer:** Identified distribution center improvements that increased throughput by 10%
 - **Industrial Manufacturer:** Designed / modeled Six Sigma lean processes for multiple assembly lines

EDUCATION

- 2008 - 2010 **COLUMBIA BUSINESS SCHOOL** New York, NY
MBA, Strategy & Management, May 2010 GMAT: 730 (97th percentile)
- President:* Co-founded Pre-MBA World Tour (first year incl. 18 cities and 80 incoming students)
Merit Award: James D. McQuaid Graduate Fellowship
Intern: Booz & Company (Summer Associate, 2009), received full-time offer at conclusion
- 1999 - 2003 **UNIVERSITY OF ROCHESTER** Rochester, NY
BS, Computer Science, May 2003
Minor: Economics; Earned Certificate: Management Studies; Rush Rhees Merit Scholarship Recipient
- Intern:* Sun Microsystems (International Market Strategy); Xerox (Software Development)
Entrepreneur: Ran profitable campus laundry service while full-time student; managed 5 employees

ADDITIONAL INFORMATION

- FIRST Robotics volunteer coord. / board mbr. (2004 - 2011): recruited / managed 150 volunteers for annual 3-day event
- Delta Upsilon Fraternity alumni board vice-president and regional leader; Leadership Institute faculty
- University of Rochester Young Alumni Council member; undergraduate admissions interviewer
- Interests include international travel (20+ countries visited), downhill skiing, and California wines