

## EDUCATION

- 2022 - 2024**     **London Business School, London, United Kingdom**  
Reading for MBA degree
- 2016 - 2019**     **Cornell University, Ithaca, NY, USA**  
BSc Industrial and Labor Relations, GPA 3.71/4.0, Dean's List
- 2015 - 2016**     **Syracuse University, Syracuse, NY, USA**  
Transferred to Cornell University  
Finance and Business, 3.9/4.0, Dean's List
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## BUSINESS EXPERIENCE

- 2023**     **Astronome AI, London, UK**  
**Pre-Seed AI SaaS Technology Startup, Launched@ Balderton Capital**  
**Founding Team, Operations and Sales Lead**
- Developed sales strategy and pipeline for startup, conducted A/B testing for response rate and segmented strategy based on company stage, sector, and individual's role in company; increased response rate by 3%
  - Collaborated on pitch deck and presentation for seed round, company currently in round looking to raise substantial seed round
  - Canvassed customers and companies about product and frictions facing them on a daily and weekly basis, based on answers saw an increase in interested response rate by 33%
  - Co-led startup rebranding campaign with emphasis on unique and related name that would drive brand recognition as company begins to scale
  - Created website to drive engagement using Figma and Typedream, including blog, product, and about us pages
- 2020 – 2022**     **STONE CENTRAL, New York State, USA**  
**Growing, Mid-Sized, Family Business, Construction Industry**  
**Director of Purchasing and Operations**
- Developed new customer programs to improve experience by implementing new technology in the business, increased margin from existing customers with same process by 10%
  - Led proactive supply chain mitigation strategies during COVID-19, leveraging supplier relationships to secure priority access to critical materials and minimize disruption for 90% of product lines.
  - Streamlined and simplified \$4 million of purchasing with new procedures focused on value chain and inventory turnover times, responsible for a 4% increase in yield in 6 months and increased turnover
  - Shifted focus from product driven to client driven model; revamped product list to cater to client's needs, raised prices simultaneously by 5% while improving customer feedback scores
  - Employed proprietary software to construct cost estimates for projects ranging from \$20K to over \$200K, projected feasibility based on current bottlenecks such as production capacity and labor
  - Used industry ecosystem to decrease inventory and boost inventory turnover on products, turnover increased by 2%, lowering end on year depreciation on inventory and easing pressure in warehouse
  - Reviewed EOY financial documents to set upcoming targets and discuss growth goals with Sales and Production teams, monthly follow ups based on real time sales and production data
- 2019**     **STONE CENTRAL**  
**Operations Manager**
- Mined and analyzed individual team install and drive time data correlated with truck maintenance patterns to find causes for trucks being forced into shop for long periods; decreased rental overtime by 15%
  - Tracked marketing efficiency from sales initiation to close and created production schedules using Gantt Charts, increased on time deliverables by 10% with program
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## ADDITIONAL INFORMATION

- **Nationality:** Dual National Citizen United States and United Kingdom
- **Investing:** Managed own portfolio that outpaced market indices by 5%, focus on tech sector and AI
- **Sports Interests:** LBS Football Club: Social Exco, LBS Golf Club: Events Exco, Cricket: MCC Member
- **Club Memberships:** Member of PE/VC Club, Infrastructure and Turnaround Club, Entrepreneurship Club
- **Certifications:** Tableau, Excel, SQL
- **Additional Courses:** WallStreetPrep: VC Valuation and Cap Tables, Financial Modelling