

## Resume Packet

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<b>NO.</b>	<b>STUDENT</b>	<b>GRAD DATE</b>
1	Awe, Olatomide	May 2017
2	Benavente, Diego	May 2017
3	Blomfield, Timothy	May 2018
4	Kamgang, Claudel	May 2017
5	Kieffer, Grant	May 2017
6	Pacheco, Maria	May 2017
7	Richards, Allegra	Aug 2017
8	Stewart, Abigail	May 2017

## **OLATOMIDE (TOMIDE) O. AWE**

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### **EDUCATION**

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
*Master of Business Administration Candidate; Major in Strategic Management* **2015-2017**

- Vice President for Careers, Wharton Women in Business; Organizing Committee, Wharton Africa Business Forum 2015/16; Non-Profit Board Fellow; Chair, Social Impact Week
- Active member of Wharton's Consulting Club, Finance Club, Wharton African Student Association

**WARWICK BUSINESS SCHOOL** **Coventry, UK**  
*Master of Science; Major in Finance and Economics* **2010-2012**

- Member of Finance Society

**UNIVERSITY OF LEICESTER** **Leicester, UK**  
*Bachelors of Science; Major in Economics* **2006-2009**

- Founded University of Leicester Finance Society; Elected as Second Year Economics Student Representative; Obtained Leicester Award for Employability Skills; Acted as sole representative of the Economics Department in Career Services

### **EXPERIENCE**

**CREDIT SUISSE INTERNATIONAL** **London, UK**  
**Summer Associate** **Summer 2016**

- Conducted comprehensive valuations, including public comparables, precedent transactions and discounted cash flow, for multiple consumer companies operating across the EMEA region
- Prepared Investment Memorandum for sale of renowned automobile company in Africa. Document included extensive background of the business and its operations, as well as key considerations and business strategy
- Supported senior bankers by managing key deliverables, such as financial models, client memorandums and pitch books
- Gained proficiency with consumer-related databases (e.g. Canadean and Euromonitor)

**ACCENTURE** **Lagos, Nigeria**  
**Process Excellence and Change Enablement Analyst** **2014-2015**  
**Business Analyst** **2012-2014**

- Re-engineered seven finance function processes for Shared Services and Business Process Outsourcing (BPO) Transformation projects; Managed client relationships and collaborated with senior management and other stakeholders
- Designed and implemented distribution strategy for client, improving cost efficiency by 30% and expanding company retail universe; built dashboard to analyze and present data on market changes to senior executives for decision making purposes
- Collaborated with C-Level executives of major bank in Nigeria to formulate long-term strategic capacity plans and cost-control initiatives, a responsibility typically assigned to a Manager
- Created "Center of Excellence" for Corporate Governance of major bank; managed, coached and mentored client counterpart staff to monitor corporate governance practices of group company to ensure compliance
- Executed post-merger integration activities and teamed up with client counterpart staff to ensure optimum cost savings through adequate retention and retrenchment of staff
- Proffered solutions to challenges during transitioning of 1700 staff to merged bank, resulting in minimal business disruption

### **ADDITIONAL INFORMATION**

- **Professional Certification:** Passed CFA Level II (2015)
- **Community Involvement:** Founder, Colligold Resources (career-coaching organization for undergraduates in Nigeria)
- **Interests:** Singing (member of four choirs within past five years), traveling (visited several countries across three continents), crafting handmade beaded jewelry
- **Languages:** Yoruba (Native), French (Basic)

# DIEGO BENAVENTE

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate; Major in Strategic Management*

2015 – 2017

- Received “Harry Prince Fellowship” for outstanding academic and professional accomplishments, integrity, and leadership
- Leadership: Co-President Wharton General Management Club, VP Marketing of Wharton Hispanic and Latin America Association (WHALASA), VP Operations Wharton Latin America Weekend (WLAW)
- Member of: General Management Club, Wharton Consulting Club, WHALASA and WHAMBAA

### UNIVERSIDAD DEL DESARROLLO (UDD)

Santiago, CHILE

#### *Bachelor of Science in Business Administration, Commercial Engineer Cum Laude (top 15% of class)*

2005 – 2010

- Teacher assistant for several courses including: Entrepreneurship and Leadership, Business Management, Cost Accounting, Labor and Tax Law. Recognized “Best Teacher Assistant” (Fall 2008, Spring 2010)
- Awarded with Best Business Plan out of 15 groups for the Entrepreneurship class at Babson College (study abroad 2009)
- Professor of Entrepreneurship and Leadership, a first-year course for students from the School of Business and Economics. Top-ranked professor evaluated by students with 94% satisfaction

## EXPERIENCE

### THE DOW CHEMICAL COMPANY

Midland, MI

#### *General Management Leadership Development Program (GMLDP) Intern*

Summer 2016

- Developed an operating model to engage with U.S. government entities, prioritizing partnerships at the state and local level
- Identified high return infrastructure sub-markets and methods to target value chain decision makers, enabling profitable growth across Dow

### MOK GROUP

Lima, PERU

Largest Latin America Extended Warranty and Assistance Services Company

2011 – 2015

#### *CEO, Peru and Colombia offices*

- Rated in top 5% of C-level executives from all countries each of last three years
- Established and opened the Peru and Colombia offices; led company to profitability 30 months after establishment
- Managed team of 150 people between two offices and company capital of more than \$7 million
- Directed an operations and software development team to integrate the CRM and IT systems; created efficiencies of \$1 million per year
- Analyzed and corrected extended warranty’s policy issuance process; generated 28% extra annual revenue

Santiago, CHILE

#### *Planning and Development Manager, Chile’s Headquarters*

2010 – 2011

- Oversaw team of 45 people managing \$1 million project to develop 150,000 sq. feet of offices, ultimately relocating MOK’s headquarters in time and with 42% in savings
- Appointed leader of a team to develop business plans and perform market research for international expansion into Peru
- Led cost analysis effort in operations division, saving 30% in costs for spare cars rented to insurance companies by process optimization
- Integrated a cross-functional team to develop and implement company-wide software for evaluations of talent, retentions, bonus payments and environment improvement

### TECNOWEB CHILE LIMITADA

Santiago, CHILE

Top 10 Webhosting company in Chile with more than 4,000 customers

2002 – 2015

#### *Founder and CEO*

- Implemented automatic solutions, reducing activation time and improved productivity by 120%
- Performed MPSNET acquisition in 2008 and doubled its value in two years to \$100K by being more efficient in support, activation and billing processes

### IMPORTEX CHILE LIMITADA

Santiago, CHILE

One of the largest VoIP Wholesale termination companies in Chile

2005 – 2011

#### *Founder and COO*

- Devised optimal pricing strategy by evaluating client telecommunication’s expenditures; resulted in more than 1.6 million minutes sold a month (50% growth)
- Increased sales by 20% through project evaluation and implementation that allowed Importex to sell minutes abroad by partnering with international carriers

## ADDITIONAL INFORMATION

- Permanent U.S. Resident Card holder
- Languages: Native Spanish
- Interests: KO (cross fit), cycling, Latin dancing, traveling - Backpacked in 20+ countries in North America, Europe, Asia and Latin America
- Volunteer work: Guided a team of 15 people and recruited 150 volunteers in construction of public squares and restoration of churches, Forjadores de Los Andes Program 2009 and 2010; participated in a volunteer group to collect and distribute Christmas meal boxes to disadvantaged people

# Timothy Blomfield

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## EDUCATION

### WHARTON BUSINESS SCHOOL

Philadelphia, PA, USA

*MBA Candidate; Dual Major in Operations, Information and Decisions, and Finance (GMAT: 730)*

2015 - 2017

- Director's List (top 10% of students)
- Selected as Dean's Graduate Student Advisory Council to develop strategy for Wharton Online Education
- Selected as Leadership Fellow, Communications Fellow, Undergraduate Mentor and Wharton Consulting Club Mentor
- Member of Rugby (Captain), Energy (VP), Sailing (VP), PE/VC, Entrepreneurship and Data Analytics clubs

### UNIVERSITY OF SYDNEY

Sydney, Australia

*Masters of Engineering (Structural) with Distinction*

2011

- Top student in Concrete Structures: Pre-stressed
- Selected to undertake Sydney University Graduate Edge program; leadership program offered to high potential students

### UNIVERSITY OF QUEENSLAND

Brisbane, Australia

*Bachelor of Engineering (Extended Major – Civil)*

2005 - 2009

- President of Civil Engineering Undergraduate Society; Captain of UQ 2nd XV rugby team, Stroke St John's College 1st VIII

### BRISBANE GRAMMAR SCHOOL

2000 - 2004

- Duke of Edinburgh Bronze, Silver and Gold Leadership Award; 2004 Queensland State Rowing Champion

## PROFESSIONAL EXPERIENCE

### VAST SOLAR

Sydney, Australia

Consultant

2016

- Completed benchmarking study to demonstrate Vast Solar cost competitiveness and presented to Board and Senior Management; developed strategy and business model; and supported development of operations tool for corporate planning
- Led valuation of Vast business to support Series C equity fundraising

### AUSTRALIAN DAIRY VENTURES

Sydney, Australia

Consultant

2016

- Supported development of vertically integrated dairy business and fundraising; and supported JV structuring

### BOSTON CONSULTING GROUP

Sydney, Australia

Consultant

2014-2015

- Top decile Consultant with experience in Infra, Energy, and Telco across Australasia and India
- Strategically reviewed Australia's Defense expenditure as directed by Australian Prime Minister
- Awarded "Insight of the Year" in 2014 for most impactful insight at BCG Australia/New Zealand in Energy Practice Area

Associate

2012 - 2014

- Promoted to Consultant; ranked top 10% of class; Selected as Associate Cohort lead, role offered to top performing associates who exhibit leadership characteristics, to engage with BCG Australia Board on policy
- Reset strategy and rebuilt organization of Australia's national broadband provider, reducing project cost by ~AU\$30B and accelerating rollout by 3 years; led development and implementation of operating model for CTO, CIO and EGM Engineering; developed rollout strategy for HFC network optimizing for commercial viability
- Strategically reviewed Western Australian regional electricity provider, then implemented recommendations, resulting in 50% reduction in addressable costs and long term savings of AU\$160m
- Developed infrastructure prioritization tool for State Govt. Department to identify projects with greatest economic output
- Supported infrastructure overseer agency in development of strategic plan for \$6.8b Melbourne road infrastructure project

### WOODSIDE ENERGY

Perth, Australia

Graduate Structural Engineer

2012

- Assessed engineering feasibility of onshore liquefaction plant (~AU\$80b) and offshore platform upgrade (~\$5B).

### SYDNEY CHURCH OF ENGLAND GRAMMAR SCHOOL

Sydney, Australia

Boarding House Master

2011

- Mentored and managed day to day responsibility of 100 students; tutored Math, Physics and Chemistry and coached Rugby

### LEND LEASE CORPORATION (Major Australian Construction Company)

Brisbane, Australia

Site Engineer

2008 – 2010

- Project managed team of ~100 tradesmen/designers/architects to deliver structure of Brisbane Supreme Court (AU\$600m)

## ADDITIONAL INFORMATION

- **Volunteer Work:** Volunteer at Wesley Mission; President of Philadelphia Virtuosi Chamber Orchestra; Lifesaver at PBSLC
- **Interests:** Investment (focus on publically traded hydrocarbon and renewable energy firms), Big data analytics (competent in R), Flying (private pilot's license), Mountaineering (scaled highest peak on two continents)

# CLAUDEL KAMGANG

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## EDUCATION

**THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate; Major in Finance and Accounting* 2015-2017  
*Master of International Studies Candidate; Focus in Portuguese and International Studies*

- Lauder Fellowship Recipient (\$25K)
- Co-chair of 2016 Wharton Finance conference
- Recruiting director of the Soccer Club
- Member of the Wharton's Finance Club and the Wharton Latin America Student Association

**UNIVERSITY OF PARIS DIDEROT** Paris, France  
*Master and Bachelor of Computer Science, Networks and IT Services* 2006-2011

- Majored with High Honors (top 10%); Teaching Assistant in Programming, Mathematics and Physics

## EXPERIENCE

**WHARTON INTERNATIONAL VOLUNTEER PROGRAM** Maputo, Mozambique  
**Consultant on-site at VillageReach, an NGO which improves healthcare in low-income countries** August 2016

- Met with 19 NGOs and government agencies to determine their areas of focus in the country, understand the challenges in the healthcare industry, and identify potential partnerships
- Came up with a diversification strategy, expanding the actions of VillageReach in the country

**J.P. MORGAN** New York, NY  
**Investment Banking Summer Associate; Real Estate, Gaming and Lodging** June – July 2016

- Offered a \$90K scholarship (Launching Leaders program)
- Performed LBO, DCF and other multiples valuation analyses for \$7.0 Billion of real estate sell-side M&A opportunities across specialty healthcare, retail, office and multifamily residential industry sectors
- Prepared financial data and pitch-books for meetings with top management of \$5B multifamily real estate investment firm

**CGI INC.** Paris, France  
**Senior Consultant** 2013-2015

*On assignment at Veolia Water, MET Project: complete revamp of Veolia's information system*

- Gathered business requirements and translated them into 70 work and data flows for a four-year roadmap implementation
- Designed and managed complex business data processes between up to 50 software: Veolia Water Ile de France ended up obtaining an excellent 4.7/5 global satisfaction note from its 4.9 million customers (2013)
- Developed a new line of business: offer to CGI's clients the ability to use new technologies to reduce up to 5% of costs of goods sold and interact differently with their customers
- Responded to dozens of requests for proposals with a 65% response rate
- Provided oversight and mentoring to junior level staff of 3 consultants and 7 analysts

**Junior for a year, then Senior Software Developer** 2011-2013

*On assignment at Veolia Water, RC&F Project: complete overhaul of the customer relationship and billing processes*

- Collected, processed and analyzed large amount of data (around 3 terabytes) for strategic decision making (water-pipe failure prevention)
- Communicated and promoted water savings utilities technical features, leading to 2% reduction of water loss in Paris
- Devised tools to facilitate developers and analysts' comprehension of the impact IT has on Veolia's business activity
- Led a team of 10 developers to coordinate and implement corrections and upgrades to existing customers' services: attained the best client satisfaction grade since CGI won the project in 2005: 4.5/5
- Achieved 17.2 percent profit on the project, out of \$2.7 Million revenue

## ADDITIONAL INFORMATION

- **Languages:** Native French speaker, Fluent in Portuguese
- **Interests:** Chess (ex professional chess player, Represented the French national team at several tournaments), Traveling – visited 17 countries, Movies (action, romance), Writing
- **Positions:** Founder and Secretary-general of Club Efficiency Junior, a non-profit organization focused on bringing awareness to the business opportunities in Africa, in charge of managing the activities of the association, in terms of strategy, planning and reporting

# GRANT KIEFFER

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Finance and Strategic Management*

2015-2017

- First Year Honors (Top 20%), Dean's List Spring 2016 (Top 10%), GMAT: 750
- Non-Profit Board Executive Committee Fellow, Ethics Committee Member, Wharton Undergraduate Mentor (GUIDE), Executive Coaching Program participant, Patagonia Leadership Venture participant

### QUESTROM SCHOOL OF BUSINESS, BOSTON UNIVERSITY

Boston, MA

*Bachelor of Science in Business Administration; Majors in Marketing and Operations Management*

2007-2011

- Graduated cum laude, Minors in Economics and Advertising
- Served 2009-2011 as Men's Club Lacrosse Secretary, Club Sports Council

## EXPERIENCE

### COMCAST CORPORATION

Philadelphia, PA

*Xfinity Internet Strategy Analyst*

Summer 2016

- Conducted in-depth analysis and modeling of new wireless internet business models to evaluate threats and opportunities to the high speed data service offerings leading to substantial firm research investment
- Examined extensive secondary research of millimeter wave transmission and associated technologies to inform key modeling assumptions for fixed wireless, mobile, and Internet of Things (IoT) deployments
- Developed comprehensive use and business cases for more cost efficient delivery of last mile internet services and into multi-dwelling unit buildings resulting in pilot study

### ACCENTURE

Boston, MA

*Management Consultant*

2011-2015

*Strategic Thinking and Analytical Skills*

- Built return on investment business case for rationalization of company, educator, and government investment in strategic talent pipelines for implementation in pilot projects
- Constructed how-to guides and toolkits for 6 talent pipeline implementation strategies to assist client pilot implementations
- Standardized divergent budgeting practices across capital spending agencies through formalization of new capital budgeting proposal, review, and management processes cutting down required financial staff hours by 40%
- Created detailed opportunities, recommendations, and roadmaps to move region towards a high performing STEM environment customized for a variety of stakeholders including K-12 systems, post-secondary educators, businesses and workforce development agencies

*Research and Insights*

- Identified and researched talent pipeline systems in practice, led interviews to develop and subsequently write case studies for feature in client white papers
- Led targeted interviews with dozens of stakeholders across sectors to develop deep understanding of region's STEM talent issues leading to comprehensive report
- Steered Joint Application Design (JAD) sessions with stakeholders across the enterprise to gather data requirements, establish process definitions, and define reporting capabilities for Oracle Hyperion enterprise capital budgeting system
- Reviewed broad workforce development academic research for leverage in client engagements, market entry, and proposals

*Leadership and Teamwork*

- Directed team in complex public budget analysis to link performance measures with funding and Administration priorities
- Coordinated analyst review of client stakeholder feedback for insight identification from series of national roundtables
- Managed shift to program budgeting through multiple communication channels, staff training, and pilot design
- Co-authored responses to multiple client opportunities including requests for proposal, information, and quotes

## ADDITIONAL INFORMATION

### KIEFFER'S APPLIANCES (Lansdale, PA)

- Steered creation and execution of numerous advertising and marketing campaigns to drive store visits and web traffic for 4<sup>th</sup> generation family retail business selling luxury appliances direct to consumers and businesses
- Designed core business processes and IT applications for operations and sales organizational functions
- Facilitated annual strategic planning meetings across sales, marketing, operations, and finance functions
- **Certification:** Six Sigma Greenbelt
- **Interests:** Pasta making, Hiking with my dog, Drumming to funk music, Playing lacrosse/squash

# MARIA M. PACHECO

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate; Strategic Management Major*

2015-2017

- **Academic:** Awarded merit-based Wharton Fellowship; GMAT: 730 (96<sup>th</sup> percentile)
- **Leadership:** Wharton Hispanic American MBA Association (Co-President), Wharton Latin America Conference (Programming Director) and MBA Admissions Fellow
- **Wharton International Consulting:** Analyzed user metrics and market trends to develop monetization strategy for new nightlife website/app in the Caribbean
- **Membership:** Media and Entertainment Club, General Management Club, Dance Studio and Women in Business

### HARVARD UNIVERSITY

Cambridge, MA

#### *Bachelor of Arts in Psychology, Secondary Concentration in Romance Languages and Literatures*

2005-2009

- **Leadership:** Harvard-Radcliffe Television (Business/Communications Director), Harvard Institute of Politics (Executive Team – Treasurer), Office of Admissions (Tour Guide), Internships at Univision and MTV Networks

## EXPERIENCE

### COMCAST CORPORATION

Philadelphia, PA

#### *MBA Intern, Competitive Planning and Strategy*

Summer 2016

- Evaluated customer sign-up and usage data to assess the impact of competitive response strategies in fiber overbuilder cities
- Developed strategy to deepen engagement with multicultural audiences in hyper-competitive markets

### PORTLAND COMMUNICATIONS (acquired by Omnicom Group)

New York, NY / London, UK

#### *International strategic communications and reputation management consultancy*

#### *Client Strategy Director / Senior Consultant / Account Executive*

2009-2015

Hired by CEO of the company to co-found the NY office and drive growth; achieved fast track promotion throughout tenure (skipped over two promotion levels while at company) based on problem-solving skills and top-ranked project and team leadership (consistently awarded performance ratings in top 1% of 150+ person company)

#### *Management and organization*

- Promoted to be Portland's youngest ever Director, overseeing NY office and managing team of 10
- Led 5-6 person teams on research-driven strategy development and audience segmentation, and tactical delivery for major Portland NY clients, including BNY Mellon, SABMiller, Facebook and Governments in the Middle East and Africa
- Managed the P&L sheet for the NY office, identifying 10% in cost savings in 2014; suggested streamlined reporting processes for P&L managers and persuaded financial team to implement firm-wide

#### *Problem solving and analysis*

- Increased revenue 10% YOY by identifying new markets and creating and implementing business development plans; 70%+ success rate in converting proposals into clients, winning over \$1M in new contracts
- Led highly-technical litigation and asset recovery project for a multinational bank and created tactical roadmap for recovery campaign; liaised with lawyers and accountants to synthesize financial statements and legal documents into key, media-friendly insights; results contributed to judge ordering defendant to pay \$1.63B+ to the bank
- Evaluated sentiment analysis, 1:1 interviews and KPI results to draft foreign policy campaign concepts and redesign organizational structure and workflows for the Communications team in the King of Jordan's Royal Court; led to decreased turnover, improved perceptions of the Court with global decision-makers and new project (valued over \$10M) for Portland

#### *Presentation and interpersonal communication*

- Established credibility with C-suite leaders to prepare them for interviews in the *WSJ*, *CNN en Español*, *BBC* and others
- Designed digital engagement and external partnership strategy to increase visibility for Pfizer's largest Corporate Responsibility initiative, resulting in presentation to Pfizer senior management

## ADDITIONAL INFORMATION

- **Interests:** Piano (12 years of classical instruction with National Piano Guild qualification), International travel (30+ countries), Jazz and Salsa dancing (choreographed for undergraduate dance team)
- **Community leadership and affiliations:** Harvard Institute of Politics Advisory Board, Harvard College alumni interviewer, Pro bono college applications advisor, Member of the Harvard Club of NY and Soho House
- **Languages:** Spanish (native), Italian (fluent), Arabic (beginner)

# ALLEGRA M. RICHARDS

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## EDUCATION

### THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA  
2015-2017

*Master of Business Administration Candidate; Majors in Management & Operations*

*Master of International Studies Candidate; Focus in French Language & Francophone countries*

- *Appointed Leadership:* Leadership Venture Fellow Program Coordinator (peer co-leader for ventures program) & Venture Fellow (Patagonia); General Management Club VP of Careers; Omnicom Communications Fellow; P3 discussion facilitator.
- *Active Member:* Technology Club, Marketing Club, Food Club, Dance Studio, Wildman Hockey.
- *Awards:* Daughters of the American Revolution and Italian American Women of Today scholarships; Lauder Fellowship.
- *Global Knowledge Lab:* Masters' thesis on sustainability and urban migration in Southeast Asia.

### HARVARD COLLEGE

Cambridge, MA  
2005-2009

*Bachelor of Arts in English; Minor in Visual & Environmental Studies with Honors*

- Thomas H. Wood Award for Excellence in Journalism; Staff writer, The Harvard Crimson and The Harvard Independent.
- Executive Producer/Director, Harvard-Radcliffe Drama Club; Co-President, International Students Society (600+ members).

## EXPERIENCE

### PROCTER & GAMBLE

Cincinnati, OH  
Summer 2016

*Assistant Brand Management Intern*

- Led cross-functional team to determine branding, pricing and e-commerce channel strategy for IoT smart plug-in device;
- Winner of intern-wide Snapchat Hackathon brand challenge; briefed winning Snap Story to P&G Chief Management Officer.
- Managed joint brand-agency team in creation of in-store visual campaign; briefed recommendations to senior management.
- Conducted data-driven meta-analysis of target consumer groups for \$3bn+ Air Care segment.

### BOOZ ALLEN HAMILTON

McLean, VA  
2014-2015

*Senior Consultant*

*Strategic Thinking*

- Provided strategic guidance and technology communications support to executive leadership at the Office Director of National Intelligence, the government agency that oversees all 17 U.S. intelligence agencies.
- Designed and implemented a comprehensive communications strategy for an Intelligence Community-wide multi-year technology overhaul.

*Project Management & Communication Skills*

- Developed speeches and talking points for the ODNI Director and CIO on technology security, innovation and overall intelligence strategy in preparation for forums with White House officials, military counterparts and public stakeholders.
- Managed over 10 new communications product lines from concept to delivery that were shared with over 20,000 senior-level business, technology and government stakeholders to advance Intelligence Community objectives, including town halls, online media channels and internal communications.

### CENTRAL INTELLIGENCE AGENCY

Langley, VA  
2011-2013

*Officer, National Clandestine Service (details remain classified)*

*Promoted from GS-8 (entry-level) to GS-11 (team-lead)*

*Leadership & Collaboration*

- Recipient of Exceptional Performance Award and Community Award for leadership, mission impact and demonstrated integrity.
- Managed cross-functional team responsible for intelligence gathering in region of Asia; directed analysis and evaluation of intelligence information quickly and effectively in response to international political crisis under high pressure conditions.
- Evaluated economic security intelligence for region of Middle East; briefed White House National Security Council and senior Department of Treasury officials on fast-breaking economic developments; developed intelligence gathering strategic priorities; coordinated with military and government counterparts to determine intelligence gathering requirements which improved the intelligence gathering process.

*Analytical Skills*

- Conducted technical analysis of multi-country European terrorist network; analyzed complex threat information to trace origins, activities and potential points of weakness; presented findings to senior counter-terrorism officials; developed and implemented plan which successfully dismantled network.
- Evaluated key intelligence information performance indicators; analyzed metrics to assess the impact of incoming intelligence information; developed information management improvements which doubled the number of intelligence reports delivered to senior policymakers over six-month period.

## ADDITIONAL INFORMATION

- **Languages:** Fluent in French and Italian; Beginner in Arabic, Swahili and Russian.
- **Interests:** Travel (35+ countries, lived in five), oil painting, gluten-free cooking, Early Modern history, Ashtanga yoga.
- **Additional Internships:** The White House (2010); The Associated Press (2009); The Clinton Foundation (2008).
- **Volunteerism:** Board member for Foyer de Sion (nonprofit supporting Haitian orphanage), GUIDE Undergraduate Mentor.



# ABBY STEWART

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## EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
*Master of Business Administration Candidate; Major in Strategic Management* **2015-2017**

- *Leadership:* President of the Wharton Graduate Association – 501(c)(3) nonprofit with \$4M budget; VP of Careers, Media & Entertainment Club; TA – Sports Business (Prof. Scott Rosner); TA – Organizational Behavior (Prof. Adam Grant)
- *Awards:* Wharton First-Year Leadership Award (one individual selected by first-year class vote)
- *Member:* Technology Club; Wharton Hispanic American MBA Association; Rebuilding Together; Yoga & Wellness Club
- *Research Projects:* “ESPN in the Age of Digital Disruption;” “Life, Enhanced: Marketing Strategy for Dream Time Vision Augmented Reality;” “Cooperating with the Enemy: Time Warner’s Investment in Hulu”

**PRINCETON UNIVERSITY** **Princeton, NJ**  
*Bachelor of Arts in History – War, Revolution and the State Concentration* **2007-2011**

- *Cum Laude;* Major GPA: 3.84
- *Leadership:* Vice President of Princeton University Ballet; DJ for commercial radio station; Writer for the Nassau Weekly
- *Awards:* \$3000 grant for senior thesis analyzing the impact of U.S. political-military strategy during the First World War

## EXPERIENCE

**THE CHERNIN GROUP** **Los Angeles, CA**  
*Summer Associate* **2016-2016**

- Conducted due diligence for a \$20M+ investment in the eSports sector, developed strategic rationale and financial model for new lines of business, and presented key findings to the C-suite
- Built go-to-market plan for a nascent digital media lifestyle brand, including platform strategy for 6+ verticals, content sequencing across platforms, monetization plan, and launch operations timeline
- Developed partnership strategy and pipeline for a portfolio company looking to expand into new distribution channels and increase its consumer base, met with potential partners to discuss opportunities for collaboration

**ACCENTURE, PLC** **New York, NY**  
*Consultant, Mergers & Acquisitions Strategy Practice* **2014-2015**  
*Senior Business Analyst, Mergers & Acquisitions Strategy Practice* **2014-2014**  
*Business Analyst, Mergers & Acquisitions Strategy Practice* **2013-2014**

- Partnered with direct reports of the CSO, CFO and CMO of a multi-national telecommunications corporation to develop comprehensive post-merger strategy for \$60B+ deal and created all 30+ materials presented to the C-suite
- Conducted due diligence for a global telecommunications equipment company’s joint venture, developed competitive analysis of existing offerings, built financial model of projected \$50M+ investment and evaluated combined capabilities
- Conducted market and competitive analysis, trend and investment forecasts and valuation assessment for wireless service provider’s \$50M+ investment decision
- Led a cross-functional team of 12 people to develop customized integration plans for four of a pharmacy benefits manager’s largest and most complex health insurance customers, consisting of 1.4M patients
- Worked with Senior Director of Finance of a pharmacy benefits manager to develop and implement long-term solution to transfer billing and accounts/receivable for over 1,200 companies to future state finance organization

**CENTER FOR STRATEGIC AND BUDGETARY ASSESSMENTS** **Washington, DC**  
*Research Assistant, Strategy & Policy* **2011-2013**

- Oversaw four teams of Congressional aides, industry experts and think tank policymakers to rebalance U.S. military’s portfolio in a constrained fiscal environment; led to current drawdown of the U.S. Army
- Co-wrote five strategic plans on cyber security, future weapons systems, special operations and resource allocation and presented findings to senior leadership in the Department of Defense; resulted in key shifts in current defense planning
- Tested potential long-term strategies through eight war simulations to anticipate and mitigate risk; findings influenced war planning for U.S. Department of Defense

## ADDITIONAL INFORMATION

- **Interests:** Television (favorite shows include *Deadwood* and *House of Cards*); Ballet (professional track through college); Hip Hop (particularly the artists of the ‘90s and ‘00s); Travel (planning trips to Russia, Australia and Italy)
- **Internships:** Nickelodeon – Consumer Products and Preschool