

**AARON SCHEINBERG**

(b)(6)

**EDUCATION**

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- HARVARD UNIVERSITY, John F. Kennedy School of Government** **2011**  
*Master in Public Administration in International Development (MPA/ID)*  
 • *Elected Positions:* Student Government President, Armed Forces Committee President
- COLUMBIA UNIVERSITY, Graduate School of Business** **2011**  
*Master in Business Administration (MBA)*
- UNITED STATES MILITARY ACADEMY, West Point** **2003**  
*Bachelor of Science (BS), Linguistics (Arabic, Spanish) and Systems Engineering*  
 • *Member:* Division I Track and Sprint Football, Olympic Style Wrestling Club, Choir Director, Foreign Exchange Cadet with the Royal Jordanian Military Academy and the Colegio Militar in Argentina

**EXPERIENCE**

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- UNITED STATES SENATE, Washington, DC** **2018 - 2020**  
*Legislative Assistant, Senator Joe Manchin*  
 • Senior leader for Senator Joe Manchin on the Senate Veterans Affairs Committee. Develop Senator Manchin's Veterans and military families policy, write bills, conduct VA oversight, negotiate with other Senate offices, and lead casework  
 • Lead Senator Manchin's broadband internet policy and oversight of the FCC. Designed and launched Senator Manchin's popular online speed test initiative, engaging thousands of West Virginians and garnering national support
- State Organizer, Manchin for West Virginia Coordinated Campaign** **2018**  
 • Directed the organization and mobilization of 20,000+ constituents (including Veterans, military families, and first responders) in 55 counties across West Virginia to help Senator Manchin win re-election with the largest state-wide partisan swing in United States history  
 • Selected to speak on behalf of Senator Manchin at dozens of town halls, rallies, and local media events
- AARON SCHEINBERG FOR CONGRESS, Martinsburg, WV** **2016 – 2018**  
*Candidate, West Virginia 2<sup>nd</sup> Congressional District*  
 • Earned 17,620 votes in the 2018 Democratic Primary as a first time candidate in the "longest district East of the Mississippi". Built a team, from scratch, of 10 full-time staff, consultants, and hundreds of volunteers in 17 counties  
 • Raised and spent \$600k, the most for a Democratic primary challenger in WV history by building a network of 40,000 contacts. Planned and hosted 50+ events in 10 cities, ranging from community town halls to high profile fundraisers  
 • Named "most qualified candidate in the country" by former Senate Majority Leader, Tom Daschle. Earned numerous endorsements (e.g. With Honor, Vote Vets, New Politics, comedian Jon Stewart, members of Congress)
- THE MISSION CONTINUES, New York, NY** **2012 – 2016**  
*Executive Director, Northeast (2014-2016)*  
 • Orchestrated growth of a national nonprofit and social movement in seven cities. Managed teams in four offices and \$12MM in annual budget while mobilizing thousands of Veterans. Named "Best Nonprofit to Work For"  
 • Devised national strategy to fund and execute hundreds of community service projects. Built formal partnerships with the National Parks Service, Mayors Offices, the White House, Joining Forces, VA, and dozens of civic organizations  
 • Cultivated portfolio of 16 Fortune 500 companies, 10 foundations, and hundreds of high net-worth individuals to help raise \$12MM per year

- Designed and launched The Mission Continues expansion model through a new program, called “Service Platoons” – now in 40 major cities. Program won an Edison Award, a Jefferson Award, and a Classy Award for social innovation
- Assembled Veteran research department. Led team through impact evaluation lifecycle; research covered in academic journals, NY Times, Time, Harvard Magazine, Stars & Stripes. Won \$850k follow-on research grant

**DELOITTE CONSULTING LLP, New York, NY**  
**Senior Consultant, Strategy (2011-2012)**

2009 – 2012

- Advised c-suite level executives on purchasing and supply chain strategy. Led inventory sourcing RFPs, averaging \$35MM in sales for major retail chains; developed go-forward negotiations strategies for Chief Purchasing Officers
- As an MBA summer intern, drove aftermarket pricing project for a top Aerospace & Defense firm. Analyzed 120,000 lines of transaction data, which led to new pricing strategy adopted by company Chief Financial Officer

**WIRELESS GENERATION (AMPLIFY), Brooklyn, NY**  
**Education Pioneer Fellow, Internal Consultant**

2011

- Calculated and analyzed 120 data indicators of student and school success; helped build a web-based dashboard for a \$290MM Bill and Melinda Gates Foundation initiative used by four experimental school districts
- Initiated an innovation strategy working group with the consulting and executive teams to build a plan for internal innovation; led to creation of first formal guidance on product innovation by CEO

**UNITED STATES ARMY, CAPTAIN**  
**Armor and Infantry Platoon Leader**

2003 – 2008

- Led 30+ Soldiers over 2.5 year period in build-up and deployment to Iraq. Maintained rigorous combat schedule within high-activity war regions. Turned focus of platoon from armed response to relationship-building
- Developed and trained 450 Iraqi Army soldiers and police
- Leveraged Arabic fluency to establish trust among people in the “Triangle of Death”, decreasing attacks in the region by 90%. Awarded Bronze Star Medal

**Civil Affairs Officer**

- Primary negotiator for local Iraqi government and town councils, increasing electricity throughput 400% daily and securing 90 construction projects valued at \$10MM. Created regional agriculture union; modeled in four other areas
- Handpicked for a newly created position. Oversaw teams of dozens of civil affairs experts in managing reconstruction projects. Responsible for contract negotiations, acquisition/procurement, infrastructure planning and services

**Science & Technology Analyst - TRADOC**

- Helped to write and publish “The U.S. Army Study of the Human Dimension in the Future 2015-2024”

**ADDITIONAL INFORMATION**

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**Language Skills**

- Advanced in Arabic and Spanish. Beginner in German and Russian

**Civilian Awards**

- Martinsburg Journal “Unsung Heroes”, “40 under 40 Military”; Cherokee High School Hall of Fame, 2002  
 All-Conference Scholar Athlete, Education Pioneers’ Fellow of the Year, Finished six marathons

**International Development Experience**

- Anza Technologies, Dar Es Salaam, Tanzania
- Agora Partnerships, Managua, Nicaragua
- USAID, DAI, Rabat, Morocco