

PROFESSIONAL EXPERIENCE

Biden-Harris Transition Fundraising Team

Remote
November 2020 – Present

- Managed daily reporting for Transition Fundraising efforts, which raised over \$20M.

Biden for President Fundraising Analytics Lead

Remote
July 2020 – November 2020

- **Team management:** Managed team of 6 and raised over \$1.5B – shattering prior fundraising records. Hired 3 staff and promoted 2 during the course of my tenure. Fostered team cohesion and culture amidst a remote work environment.
- **Cross-functional collaboration:** Worked closely with the Deputy Digital Director and served as a thought partner to scale the email, SMS, & online advertising programs. Sent weekly memo to Digital leadership advising on strategic decisions, sharing key insights, and highlighting any risks that programs should quickly adapt to.
- **Revenue projections:** Presented revenue projections to the CFO regularly, which informed budget decisions and enabled the campaign to successfully manage risk, allocate all campaign resources by election day, and avoid debt.
- **Revenue reporting:** Sent daily fundraising report to campaign leadership which was included in President-Elect Biden's briefing each morning.
- **Online marketing strategy:** Managed \$85M budget for the online marketing program which raised \$237M.
- **Election night reporting:** Onboarded, trained, and led a team of 45 to gather and consolidate vote counts from County Clerk websites in order to ensure that the campaign had the most up-to-date information possible on election night.

Civis Analytics Applied Data Science Lead

Remote
May 2020 – June 2020

- **Presentation Skills:** Prepared materials for and presented to key stakeholders including Senate Minority Leader Chuck Schumer and Congresswoman Katie Porter.
- **Client Team Management:** Managed client communications and deliverables for high-priority accounts (including DSCC and DLCC) and had one direct report.

Pete for America Data Manager

South Bend, IN
June 2019 – March 2020

- **Director of Revenue Reporting:** Helped raise \$100m across offline and online channels. Created centralized dashboards and reports for senior leadership to enable real-time strategic decision-making. Built SQL-based data pipelines and automated workflows.
- **Product Manager:** Led revitalization of relational organizing site by conducting user interviews, redefining priorities and product roadmap with department leads, and driving execution with the engineering, design, and content teams.
- **SMS Fundraising Manager:** Identified opportunity to improve the SMS program, presented ideas to Digital Director, and implemented the plan, resulting in an 4x increase of SMS revenue and turning it into a top 5 revenue source for the campaign.
- **Revenue Analytics Lead:** Provided direct guidance to leadership to understand sources, trends, and anomalies in revenue.
- **Fundraising Tool Manager:** Ensured that our tools and data sources were only accessed on an as-required basis, prioritizing the security of our technology systems.
- **AAPI Group Co-lead:** Managed programming and communication among 50+ AAPI staff members with a goal to build a supportive community and support policy work.

City of South Bend Innovation Fellow

South Bend, IN
Summer 2018

- **Civic innovation strategy:** Designed strategic plan for City's new technology resource center (received \$2.7M in funding) which will be a hub for civic technology, internet of things research, and future of work solutions.
- **Future of mobility:** Provided strategic recommendations to City's Chief Innovation Officer and explored public-private partnerships for "mobility-as-a-service" pilot program which Bloomberg Philanthropies awarded \$1M.
- **Community organizing:** Organized and executed a two-day Public Narrative training for a diverse group of 40 community leaders.
- **Infrastructure review:** Quantified sidewalk funding gap, collaborated with City Engineering to propose changes to municipal code and revisions to existing programs, and identified potential funding sources.

Awards and Recognitions:

- Sponsored MBA applicant; earned highest year-end rating representing top 10% of practitioners (2014, 2015).
- Received 7 monetary awards to recognize exceptional performance and leadership in client and firm engagements.
- Represented Deloitte LLP (70k+ employees) as 1 of 16 brand ambassadors at the Rio Olympic Games.
- Elected to 21-person National Business Analyst Action Committee representing over 600 practitioners.

Select Client Engagements:

- **Pricing innovation** for a \$2B global wine manufacturer: Developed business case that identified 8% annual increase in operating profit through future state pricing process redesign and pricing analytics.
- **Operational capability testing** for two \$2B+ companies: Organized and chaired international workshops in Singapore, Paris, and Dusseldorf that tested cross-functional operational readiness, resulting in seamless separation of the company into two legal entities. Member of the HQ Project Management Office and managed the process to consolidate and approve status updates from 9 workstreams for a weekly presentation to leadership.
- **Clinical process redesign** for a \$3B health system: Identified over \$4M in savings by conducting analyses and designing interactive visualizations focused on evaluating mission-critical operations, including patient length of stay, level of care, physician practice patterns, and device / supply utilization. Analytical frameworks became the standard for similar projects. Co-led meetings with health system executives to address internal politics and earn trust and support of departments.
- **Labor design optimization** for a \$1.6B medical center: Analyzed staffing and utilization trends to identify \$2.8M in annual labor savings which enabled strategic growth in other areas.

Firm and Practice Development:

- Managed 8 project teams and \$70K budget to execute two trips (25 employees each) to Central America where we provided pro-bono services to local businesses / NGOs.
- Engaged Deloitte industry leadership and coordinated strategy development to launch Deloitte's Children's Hospitals service offering; new offering generated \$5.1M in FY16 sales across Deloitte practices.
- Co-led class of 20 new analysts through a weeklong, case-based training at Deloitte University.
- Oversaw candidate feedback and resume review processes for Duke University undergraduate recruiting team.

Clinton Health Access Initiative (*Deloitte Sabbatical*)
Pediatric HIV Volunteer Analyst

Kampala, Uganda
November 2015 – May 2016

- Accelerated pediatric HIV testing scale-up in 19 districts, representing 61% of Uganda's treatment gap, by facilitating the "training of trainers" in partnership with Ministry of Health staff to introduce new processes and standards of care.
- Facilitated rigorous monitoring and evaluation of the impact of two \$3M programs by analyzing facility-level data to generate a baseline of current pediatric HIV testing and treatment rates.
- Designed and launched performance reports to over 500 healthcare workers to depict current rates of pediatric HIV services, leading to greater prioritization of these services in daily care delivery.

EDUCATION

Harvard Business School

Master of Business Administration *with distinction* (top 20% of class)

Boston, MA
June 2019

- Social Enterprise Club, External Relations Lead
- Harvard Kennedy School Social Innovation & Change Initiative, Leadership Council

Duke University

Bachelor of Arts *magna cum laude* in Public Policy; Certificate in Markets & Management

Durham, NC
May 2013

- GPA: (b)(6) Dean's List (Fall 2010, Fall / Spring 2011, Fall 2012); ACC Academic Honor Roll (2010, 2011)
- President and Co-Founder, Peer for You student-run mental wellness organization (2011 - 2013)
- Coxswain, Women's Varsity 8+ Rowing Team (2009-2011); awarded Esprit de Corps Award by senior team members for creating an environment in which others can succeed (2010, 2011)
- Member, Delta Gamma (2010-2013); Order of Omega Greek Honor Society (2010-2013)

ADDITIONAL INFORMATION

Community Involvement: LEARN Charter School Associate Board of Directors (President, 2014 – 2015; Member, 2013 – 2016);

Skills: Presentation skills (memos / slides), team building, SQL, Data Studio, Microsoft Office, Google Sheets, Civis Platform, Github