

DANIEL ARRIGG KOH, MBA

experience

- 2018-2021 **HQO, INC.** **BOSTON, MA**
Chief Operating Officer
Chief Operating Officer of a technology company designed to dramatically improve the working environment.
- Oversee all aspects of the business including finance, fundraising, hiring, and communications.
 - Raised over \$51m, increased annual revenue from \$180k to \$7.6m, and grew headcount from 20 to 110.
- 2017-2018 **KOH FOR CONGRESS**
Congressional Candidate
Candidate in the 3rd Congressional District of Massachusetts, coming within 0.2% of the democratic nomination.
- Crafted a strategy and message centered around fighting for the American Dream through jobs and healthcare.
 - Built a grassroots campaign with thousands of volunteers, 20 paid staff and over \$3 million raised.
- 2014-2017 **CITY OF BOSTON** **BOSTON, MA**
Chief of Staff
Crafted and executed Mayor Martin J. Walsh's vision for Boston's 4.7 million metro residents.
- Oversaw 18,000 employees, a \$3.1 billion operating budget and a \$2 billion capital budget.
 - Launched citywide master plan, worked with organized labor on a wide range of initiatives, and created "CityScore," a pioneering, award-winning data-driven performance management system for municipalities.
- 2012-2014 **THE HUFFINGTON POST MEDIA GROUP** **NEW YORK, NY**
General Manager, HuffPost Live. Previous: Chief of Staff to Arianna Huffington
Oversaw the business and editorial operations of new streaming network with 8 hours per day of original content and 100m video views per month. Managed P&L and responsible for achieving growth targets.
- Responsible for interviewing, hiring, and managing newsroom and business staff of 700.
- 2011-2012 **CITY OF BOSTON** **BOSTON, MA**
Advisor to the Mayor, Harvard Business School Leadership Fellow
- Advised and executed on a number of initiatives for Mayor Thomas M. Menino ranging from rebranding his employment program to provide 10,000 summer jobs for Boston youth to college graduate retention strategies.
- summer 2011 **LINCOLN CENTER FOR THE PERFORMING ARTS** **NEW YORK, NY**
Strategy and Business Development Fellow
Partnered with stakeholders across the organization to implement several business development initiatives.
- summer 2010 **MAJOR LEAGUE BASEBALL** **NEW YORK, NY**
Labor Relations and Economics Intern
Evaluated league financials to inform the negotiation strategy for 2011 collective bargaining with the players' union.
- summer 2009 **NEW ENGLAND PATRIOTS** **FOXBOROUGH, MA**
Strategy and Business Development Fellow
Designed and proposed marketing and business development initiatives tailored to promote organizational growth.
- 2008-2009 **BOOZ ALLEN HAMILTON** **WASHINGTON, DC**
Consultant
Developed strategic plans and policy papers for both government and nonprofit organizations in a team environment.
- ### education
- 2009-2011 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Master of Business Administration. Elected Class President, Section E. Co-President, Volunteer Consulting Club.
- 2003-2007 **HARVARD COLLEGE** **CAMBRIDGE, MA**
Bachelor of Arts in Government. Secondary Field in Psychology. Authored honors thesis on race classification in college admissions. Elected Vice President of the Harvard Din & Tonics (A Cappella).
- ### personal
- "Bostonian of the Year" Honorable Mention, *The Boston Globe*. *Forbes* 30 Under 30. *Boston Business Journal* 40 under 40. "Next generation power player," *Boston Magazine*. World Economic Forum Global Shaper; Global Future Council on Cities and Urbanization. Conversant in Spanish. Completed 47 marathons.