

Andrew “AJ” Jones

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EDUCATION

University of Notre Dame | Notre Dame, IN

Graduate: May 2027

Bachelor of Science in Engineering

Major: Computer Science | Minor: Engineering Corporate Practice

EXPERIENCE

Make a Play D - League Fellow '25 | Remote

January 2025 - May 2025

- Competed individually against 200+ high-achieving college student-athletes in weekly mock interview simulations, honing professional communication, presentation, and interviewing skills
- Partnered with Oliver Wyman consultants and a case team to develop a comprehensive 30-year growth strategy for future airport operations
- Designed elements of a strategic plan aiming to transform airports by 2055, focusing on net-zero transitions, technological innovation, and enhanced passenger experience.
- Contributed to designing a future vision for airports as personalized, seamless, and operationally efficient ecosystems by 2055.

Undergraduate Research Assistant - Machine Intelligence Lab | Notre Dame, IN

September 2024 – Present

- Developed an automated tool using Python and Large Language Models (LLMs) to extract thermal performance curves (TPCs) from scientific literature.
- Enhanced data collection efficiency by reducing manual extraction time and ensuring scalability with ongoing publications.
- Collaborated with faculty to streamline data pipelines and validate extracted information against existing datasets.

Undergraduate Research Assistant - Security and Software Engineering Lab | Notre Dame, IN

May 2024 – July 2024

- Participated in a research project aimed at benchmarking the capabilities of code generation models (e.g., GitHub Copilot, ChatGPT, Gemini) in developing secure and functional software. The project involved generating datasets to assess OWASP compliance and the effectiveness of language models in merging security-related pull requests.
- Developed a comprehensive understanding of secure coding practices and source code vulnerabilities.
- Enhanced capabilities of code generation models through rigorous testing and benchmarking.

Fleet Feet | Omaha, Nebraska

August 2022 – Present

- Educated customers about running shoes with excellent customer service
- Utilized product knowledge to provide in-depth information about various shoe brands, technologies, and accessories
- Performed over 50 gait analyses per week, improving customer shoe recommendations by 3%

LEADERSHIP AND ACTIVITIES

Student-Athlete | Notre Dame, IN

Track & Field

August 2023 – Present

- Competed as a member of the varsity track and field team, balancing a rigorous training schedule with academic responsibilities.
- Demonstrated strong time management and organizational skills by maintaining academic excellence while committing 20+ hours per week to practice, travel, and competition.

RELATED COURSEWORK OR PROJECTS

CSE 20312 Data Structures | University of Notre Dame

January 2025 – May 2024

- Developed software utilizing dynamic arrays, linked lists, stacks, queues, hash tables, and binary trees
- Analyzed computational complexity and implemented search and sorting algorithms
- Applied object-oriented programming principles and recursion to design efficient data-driven applications

CSE 20289 Systems Programming | University of Notre Dame

January 2025 – May 2025

- Navigated Unix-based systems, managed files and processes, and explored system and network resources with command-line utilities
- Developed shell scripts combining Unix commands to automate tasks and handle complex pipelines.
- Wrote regular expressions to filter and process data, and utilized debugging and profiling tools to enhance software efficiency.
- Built software using system calls in C, managing memory, file systems, and socket communication.

TECHNICAL AND LANGUAGE SKILLS

Programming: Python, C, MatLab, Excel, Solid Works

Data Handling: Pandas, CSV, JSON, SQL

APIs: GitHub REST API, Stack Overflow API, Python “requests” module

Software Security: OWASP compliance, vulnerability detection

Machine Learning: Language model prompt engineering (OpenAI, Gemini)

Project Management: GitHub, Directory traversal, branch management, pull request, Microsoft teams

ANDIE S. MILLER

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EDUCATION

Yale University – New Haven, Connecticut

GPA: 3.81/4.0

B.A. in Economics | Certificate in Data Science | ACT: 33

Anticipated Graduation: 2027

- **Relevant Courses:** Micro and Macro Economics, Econometrics, Statistics, Calculus, Biology
- **Accomplishments:** Maintaining a 3.81 GPA while being a varsity athlete, actively participating in multiple clubs and volunteer organizations, and holding a part-time job on campus

PROFESSIONAL EXPERIENCE

Yale University – *Student Worker* | New Haven, Connecticut

12/2023– Present

- Support game-day operations at Yale athletic events by operating scoreboards, scanning tickets and assisting with court maintenance, contributing to a smooth experience for 500+ attendees per event

Seattle United – *Camp Instructor and Coach* | Seattle, Washington

12/2022 – 08/2024

- Coached week-long soccer camps for 150+ kids aged 12 and under, collaborating with 10+ coaches daily and leading engaging group activities to foster a positive and productive learning environment for 7 hours each day

TOCA Football, Inc. – *Soccer Instructor and Trainer* | Lynwood, Washington

05/2022 – 01/2023

- Designed and led 30+ private and small group training sessions using TOCA's specialized technology to develop players' technical skills.
- Created customized development plans tailored to individual athletes' goals, contributing to long-term improvement and client satisfaction

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Microsoft – *“Game Managers” Product Management Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's Leaderboard
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, go-to-market strategy, and tradeoffs/risk and mitigation strategies

Varsity Yale Women's Soccer – *Player* | New Haven, Connecticut

08/2023 – Present

- Commit 30+ hours a week in-season to training, watching film, and strength and conditioning (plus games and travel for games); 8+ hours a week in the off-season

Ivy League Justice Coalition – *Representative* | Virtual

08/2023 – Present

- Serve as the Yale Women's soccer representative in monthly Ivy League coalition meetings with members from each Ivy women's soccer team to collaborate on initiatives related to education, social justice, and civic engagement
- Facilitate meetings within the Yale Women's soccer team to help increase awareness about social justice issues and cultivate an inclusive environment
- Organize volunteer opportunities such as shifts at the Yale Community Kitchen, youth soccer clinics, and coaching local teams to help increase civic engagement with our local community

Yale Education Tutoring Initiative – *Tutor* | Virtual

01/2025 – Present

- Conduct weekly virtual tutoring sessions for local middle school students, providing homework support and various exercises to help reinforce classroom learning and build academic confidence

University Food Bank – *Volunteer* | Seattle, Washington

2018-2023

- Assisted with food distribution by unloading, sorting, and shelving donations and assembling shopping orders to assist hundreds of community members experiencing food insecurity

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** R Programming Language, Microsoft Word, PowerPoint, iMovie, conversational French (9 years)
- **Clubs and Programs:** Yale in Paris Program (summer of 2024), Yale Women in Economics, Yale Asian Student Athletes, Asian-ish, Yale Women's Athletic Committee, Females for Finance
- **Interests:** puzzles and board games, baking and trying new recipes, pickleball

Bailey Kornegay-Douhadji

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EDUCATION

Columbia University – New York, New York

B.A. in Computer Science | Graduation Year: 2027

- **Accomplishments:** Ivy League Champion (Football)
 - **Relevant Courses:** Data Structures and Algorithms, AI in Context, Programming in Java, Principles of Economics
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PROFESSIONAL EXPERIENCE

Beaver Creek Construction – *Construction Assistant* | Newnan, Georgia

06/2024 – 08/2024

- Performed framing, drywall installation, and site prep for residential builds, enabling timely project completion across 5+ homes during peak summer season.
- Worked closely with supervisors and team members to complete tasks efficiently and meet deadlines.
- Learned and applied basic construction principles, gaining hands-on experience in site operations.

The Frigid Frog – *Cashier and Server* | Sharpsburg, Georgia

05/2023 – 08/2023

- Handled 100+ transactions daily during peak shifts, sustaining 95% customer satisfaction through efficient, friendly service.
- Balanced the cash drawer at the end of each shift, ensuring accurate financial records.
- Collaborated with team members to improve efficiency and provide excellent customer service.

Mulch and More – *Customer Service Assistant* | Newnan, Georgia

01/2022 – 05/2022

- Advised 50+ customers weekly on material quantities and transported heavy-load landscaping supplies, boosting satisfaction and efficiency during peak hours.
 - Worked in a fast-paced environment, assisting multiple customers simultaneously while ensuring accuracy in product recommendations and order fulfillment.
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LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University Football Player – *Athlete* | New York

08/2023 – Present

- Balanced 30+ hours/week of Division I football training with Ivy League coursework, strengthening time management, discipline, and academic performance under pressure.
- Developed leadership, teamwork, and adaptability through daily collaboration with coaches and teammates in a highly competitive environment.
- Gained valuable experience in perseverance, goal-setting, and overcoming challenges, preparing for future success in high-pressure spaces.

MAP x Microsoft – “Game Managers” Product Management Fellow (Phase 1 & 2) | Remote

01/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP’s leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

Training The Street – *Attendee* | New York

02/2025

- Gained hands-on experience with Excel-based modeling, enhancing speed, accuracy, and efficiency in financial analysis.
- Applied financial concepts to real-world case studies, strengthening analytical and problem-solving skills.
- Gained knowledge in financial modeling, including building three-statement models, discounted cash flow (DCF) analysis, and valuation techniques.

Mt.Giliad Church Volunteer – Newnan, Georgia

05/2023 – Present

- Led daily activities for 30+ children during church summer camp, fostering teamwork, confidence, and faith-based learning in a safe, engaging environment.
 - Supervised and guided campers through daily schedules, including crafts, games, and faith-based lessons.
 - Provided mentorship and support to children, helping them build confidence, teamwork, and positive relationships.
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ADDITIONAL SKILLS

- **Skills and Language(s):** Java, HTML, CSS, JavaScript, Problem-Solving, Time Management, Communication/Collaboration, Adaptability
- **Programs:** Excel, AWS, Google Cloud, Git
- **Interests:** Web Development, Video Game Development, AI, Cloud Computing, etc

Hafseba B. Chane

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Economics and Mathematics

Washington University in St. Louis - St. Louis, Missouri

GPA: 3.2/4.0

B.A. in Business | Minor in Architecture | Graduation Year: 2027

- Accomplishments: Honor Student, Student athlete, NCAA All-conference linebacker
- Relevant Courses: Accounting, Microeconomics, Macroeconomics, Calculus I/II

PROFESSIONAL and PROJECT EXPERIENCE

Anticos – *Manager* | Alpharetta, GA

05/2023-08/2025

- Learned how to work with a large group of people and was able to grow into a role of management. It also helped develop patients while having to deal with non-understanding people.
- Led and trained many new hires in front-of-house and back-of-house staff, fostering a culture of professionalism, efficiency, and exceptional hospitality.
- Resolved guest concerns with professionalism and care, consistently maintaining a great customer satisfaction rate.

WashU Black Letterwinning Athletes Coalition (WUBLAC) – *Member & Event Organizer*

04/2024 - Present

St. Louis, MO

- Organized and facilitated five student-centered events per semester to foster community among Black student-athletes.
- Created safe, inclusive spaces that promoted fellowship and relationship-building.
- Collaborated in group settings to plan events, gaining hands-on experience in budgeting, outreach, and logistical coordination.
- Led a semesterly service initiative supporting St. Louis nonprofits focused on underserved communities.
- Strengthened skills in networking, leadership, and community engagement to increase event participation and impact.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Microsoft – *"Game Managers" Product Management Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

WashU Varsity Football – *Linebacker* | St. Louis, MO

08/2023 - Present

- Dedicate 25+ hours a week to practices, lifts, film sessions, games, travel, and rehabilitation. Demonstrated leadership and teamwork as a key member of a competitive NCAA football program.
- Developed strong time management skills by balancing academic workload with a demanding training and competition schedule. Results-oriented focus & skills in critical thinking, accountability, resiliency, teamwork, and leadership.
- Earned All-Conference honors as a sophomore linebacker, reflecting a commitment to excellence, discipline, and continuous performance improvement. Previously recognized as an All-State linebacker in high school, demonstrated consistent success and drive throughout their athletic career.

ADDITIONAL SKILLS

- Skills and Language(s): Natural leader, Hard Working, Dependable, Great communicator, Bilingual (Amharic), Public Speaking, Project Management
- Interests: Weightlifting & Fitness, Volunteering & Community Involvement, Soccer, Football, Wrestling, Poker, and Traveling.

Joelle A. Jung

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EDUCATION

Stanford University – Palo Alto, CA

B.A. in Computer Science | Pursuing a Minor in Mechanical Engineering | SAT: 1500

GPA: 3.73/4.0

Graduation Year: 2027

- **Accomplishments:** ACC All Academic Award (2024), Finalist in back-to-back NCAA College Cups (2023, 2024), All Pac-12 Freshman Team (2023), ECNL National Champion (2018, 2021), International Champions Club Golden Boot (2019)

EXPERIENCE

EASY CLOUD SOLUTIONS

July 2023 - December 2023

Intern

- Executed remote contributions to E-studio's AI Tool Project by accurately labeling and identifying keywords and phrases in medical and healthcare-related articles, supporting the development of a more precise natural language algorithm.
- Partnered with a cross-functional team of professionals from diverse disciplines to enhance algorithmic performance in predicting technological and business trends, improving the tool's forecasting accuracy.

STANFORD WOMEN'S SOCCER

January 2023 - Present

Athlete

- Dedicated 30+ hours per week of Division I training and competition with a full academic course load, building strong time management, discipline, and leadership skills.
- Selected to the All-Pac-12 Freshman Team and earned a starting position in the NCAA National Championship game, contributing to a national runner-up finish in first collegiate season.
- Pioneered early enrollment as one of the first three players in program history to join in Spring 2023.

PRIVATE TRAINER

June 2024

Coach

- Supervised up to 20+ children (grades 4–6) for 7 hours, fostering a supportive environment focused on improving coordination, fundamental soccer skills, and teamwork.
- Strengthened conflict resolution, organizational, and communication skills by managing group dynamics, adapting drills, and ensuring an engaging, productive learning experience.

PROJECTS

ACCESSIBLE DRIVING PROTOTYPE

ME102: Visual Thinking Project

March 2024

- Designed and built an accessibility attachment for drivers with upper-body impairments.
- Gained hands-on experience using CAD software to create, refine, and analyze complex designs.
- Worked closely with a team to develop an innovative solution that stood out for its functionality and creativity, surpassing competing designs.

HEAP ALLOCATOR

July 2024

CS107: Programming Methodology Project

- Manually implemented an implicit and explicit free list heap allocator using C++
- Balanced optimization of memory utilization and speed for handling service requests.
- Enhanced problem-solving skills by leveraging the Stanford programming library to improve code efficiency and performance.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP (Make A Play Foundation) x MICROSOFT

March 2025 – Present

"Game Managers" Product Management Fellow (Phase 1 & 2) | Remote

- Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

TEAM IMPACT

August 2023 - Current

Leadership Team

- Organize and coordinate meet-ups for children facing serious illnesses and disabilities, creating meaningful, enriching experiences that positively impact both the children and their families.
- Cultivate ongoing communication with parents and advisors, ensuring a seamless, positive experience and maintaining relationships with families throughout the process.

UNITED STATES WOMEN'S YOUTH NATIONAL TEAM

May 2018, July 2018, March 2019, October 2020, April 2024, May 2024

Player

- Chosen through a highly competitive selection process by U.S. Soccer Federation coaches to attend national team training camps across the country, gaining experience in high-intensity environments under elite coaching.
- Represented the U.S.A. in international friendlies, and competed against top youth talent nationwide, refining technical skills and tactical awareness on the global stage.

ADDITIONAL SKILLS

Programming Languages: Proficient in Python, C++, and Command-Line Interface (CLI) Scripting.

Software Tools: Skilled in Computer-Aided Design (CAD), Blender (3D Modeling & Animation)

Katrina I. Chorzepa

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EDUCATION

Columbia University – New York, NY

GPA: 3.72/4.0

B.A. in Economics and Political Science | Graduation Year: 2027

- **Accomplishments:** Member of the National Honor Society, Columbia University Dean's List (Spring 2024, Fall 2025), Selected as a Morningside Review Essay Finalist (Spring 2024)
 - **Relevant Courses:** Microeconomics, Calculus Based Statistics, Macroeconomics, American Economy, American Politics
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PROFESSIONAL EXPERIENCE

Green Bridge Energy – *Incoming Summer Analyst* | Remote

06/2025 - 08/2025

- Will conduct original research on AI's role in optimizing renewable energy systems, including predictive maintenance and grid demand forecasting, which will culminate in a final presentation that influences internal discussion around AI integration in future client work.
- Will build financial models for solar, battery storage, and EV charging projects, incorporating state-specific tariffs and incentives, resulting in more accurate IRR projections used in two investment memos.

Tarsadia Capital – *Investment Banking Analyst Intern* | New York, NY

01/2025 – 05/2025

- Built foundational financial models in Excel to help assess potential investment opportunities, contributing to initial screening and valuation discussions.
- Applied working knowledge of financial statements to support basic analyses and deepen understanding of company performance metrics.
- Conducted market and industry research within the beauty sector to flag potential risks and highlight emerging opportunities for the investment team.
- Synthesized key takeaways from earnings calls and industry reports into digestible slides, helping inform team discussions and investment memos.

Dr. Stanislaw Chorzepa D.O. - Medical Practitioner Office – *Administrative Clerk* | Berlin, CT

08/2022 – 08/2024

- Managed daily scheduling and front desk operations at a medical office, reducing patient no-show rates by 10% through improved reminder protocols and direct follow-up.
- Maintained both paper and digital filing systems for 500+ patient records, ensuring fast retrieval and zero compliance issues during quarterly audits.
- Guided patients through forms in both English and Polish, increasing accessibility and satisfaction for non-English-speaking patients.

Safari Mini Golf – *Attendant* | Berlin, CT

09/2021 – 08/2023

- Delivered fast-paced customer service during peak months, leading to a 20% increase in repeat visits tracked via loyalty card signups.
 - Handled transactions and facility cleanliness while responding to guest needs, directly contributing to a 4.8-star average review rating on Google.
 - Learned how to anticipate operational needs and communicate under pressure, which translated into smoother daily closing procedures.
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LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

01/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings.
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy.

Columbia University, NCAA Division I Varsity Soccer Team – *Goalkeeper* | New York, NY

08/2023 – 05/2027

- Dedicate 40 hours per week to practice, conditioning, competition, and team meetings while balancing a full academic course load.
- Demonstrated leadership, communication, and decision-making skills under pressure.
- Maintained defensive organization, executed strategic distribution, and contributed to team success through quick reflexes and situational awareness.

Ivy League Justice Coalition – *Member* | New York, NY

12/2024 – Present

- Collaborated with peer organizations across Ivy League schools to plan and execute events promoting social justice, including the annual Pride Game.
- Facilitated discussions on equity, inclusion, and advocacy within collegiate athletics.
- Developed initiatives to foster community engagement and awareness of intersectional social issues.
- Worked alongside university administration and student groups to implement policies supporting marginalized student-athletes.

Columbia Catholic Ministry | *Member & Leader* | New York, NY

09/2024 – Present

- Lead and participate in Bible studies to foster faith-based discussions and build a supportive Catholic community on campus.
 - Organize community dinners and fellowship events to strengthen student connections and create a welcoming space.
 - Volunteer with Sant'Egidio, an international Catholic organization dedicated to serving the poor, by assisting in meal distribution and outreach efforts.
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ADDITIONAL SKILLS

- **Skills and Language(s):** Proficient in Polish, Excel, Financial Modeling, Powerpoint, Social Media Platforms, Leadership, Communication
- **Interests:** Coaching, Cooking, Soccer, Reading, Knitting

KEELAN KORNEGAY-DOUHADJI

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EDUCATION

Columbia University – New York, New York **GPA: 3.2/4.0**

B.A. in Information Science and the Economy Anticipated Graduation: May 2027

- **Relevant Courses:** Data Structures in Java, Intro to Computer Science, Principles of Economics, Intermediate Micro and Macro, AI in Context, Calc 1 & 3

East Coweta High School – Sharpsburg, GA **GPA: 3.98/4.0**

High School Diploma Graduation: May 2023

- **Accomplishments:** High School Football Team Captain, High Honors Student, Top 7% in class of 900

PROFESSIONAL EXPERIENCE

Starbucks – *Team Member* | Newnan, GA **September 2022 - April 2023**

- Prepared beverages, handled transactions, and provided exceptional customer service to drive sales and customer satisfaction.
- Operated a standalone Starbucks kiosk inside Kroger, managing all duties independently, including closing procedures and cash handling.
- Ensured smooth operations, accurate financial reconciliation, and increased sales through efficient service and customer engagement.

Kroger – *Team Member* | Newnan, GA **January 2020 - February 2022**

- Assisted customers with purchases, stocked shelves, and maintained store cleanliness to ensure a positive shopping experience.
- Worked in a fast-paced retail environment, collaborating with team members to meet store performance goals and customer satisfaction.
- Provided excellent customer service and efficient store operations, contributing to sales growth and a well-organized shopping environment.

Kee's Killer Cleaning – *Owner* | Newnan, GA **August 2019 - May 2023**

- Provided landscaping services, including lawn care, gardening, and debris removal, ensuring high-quality results for clients.
- Managed all aspects of the business, including customer acquisition, scheduling, and budgeting, to maintain efficiency and profitability.
- Delivered professional landscaping solutions, built a strong client base, and grew the business through reliable service and customer satisfaction.

LEADERSHIP & COMMUNITY DEVELOPMENT

Training the Street – *Finance Course Participant* | New York, New York **January 2025 – Present**

- Selected to participate in a rigorous finance course offered by Training The Street, gaining hands-on experience in financial modeling, valuation techniques, and corporate finance concepts through interactive sessions and real-world case studies.
- Completed ~10 hours of instruction covering financial statement analysis, discounted cash flow (DCF) modeling, merger & acquisition (M&A) analysis, and Excel proficiency, applying these skills in simulated deal scenarios to solidify technical expertise.
- Participated in live, instructor-led sessions and collaborative exercises, actively engaging with peers and finance professionals to build a strong foundation in financial analysis and develop practical skills for future finance roles.

MAP x Microsoft – *"Game Managers" Product Management Fellow (Phase 1 & 2)* | Remote **January 2024 – Present**

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

Columbia Football Player – *Student-Athlete* | New York, New York **August 2023 – Present**

- Earned a spot on Columbia's Division I football team, committing 20+ hours per week to training, film study, practices, and games while maintaining peak physical and mental performance in a highly competitive environment.
- Mastered time management and adaptability by balancing a demanding athletic schedule with rigorous Ivy League coursework, developing the ability to efficiently prioritize tasks, meet deadlines, and excel under pressure.
- Strengthened leadership, teamwork, and problem-solving skills by collaborating with coaches and teammates to execute complex game strategies, fostering discipline, communication, and resilience applicable to high-stakes professional settings.

NON-TECHNICAL SKILLS & INTERESTS

- **Computer Skills:** Java, Microsoft Word, Microsoft Excel, Google Docs, Google slides
- **Interests:** Investing in companies and ETFs, Sports (playing and following), Weight training and fitness, Reading GeekWire and staying updated on tech trends, Exploring entrepreneurship, Traveling and experiencing new cultures, Reading and listening to books on self improvement

NATASHA R. KOBELSKY

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EDUCATION

University of Pennsylvania – Philadelphia, PA

GPA: 3.73/4.0

B.A. in Economics, B.A. in Environmental Studies | ACT: 36/36

Anticipated Graduation: 2027

- **Involvements:** Class Board, MUSE Social Impact, Wharton Women Pro Bono Consulting, Penn Athletics Wharton Leadership Academy
- **Relevant Courses:** Risk Analysis and Environmental Management, Statistics for Economists, Intermediate Microeconomics

PROFESSIONAL EXPERIENCE

Penn Athletics – Marketing Intern | Philadelphia, PA

08/2024 – Present

- Owned competitive strategic analysis, synthesizing 16 studies to generate growth recommendations I presented weekly to Marketing Directors, culminating in a redesigned sports marketing plan projected to increase campus partnerships by 3x.
- Led a team of 4 interns through game operations and live activities of 16 athletic events, directly managing 50+ sponsorships, stakeholder events, and brand partnerships to improve student-athlete and fan in-game experience.

Wild Hand – Consultant | Philadelphia, PA

03/2024 – Present

- Evaluated Google Ads campaign data to maximize budget efficiency, comparing industry search trends against campaign CTRs to provide 2 growth recommendations projected to increase campaign reach by 27%.
- Developed 6 data models representing customer base and product line efficiency, identifying top 2 consumer profiles and creating supplier analytics tutorials alongside new client guide and dashboard to optimize product performance.
- Assessed market fit of Hong Kong consumers based on regional search trends to recommend pilot growth strategy alongside a cost-benefit analysis.

Green Investment Strategies – Associate Consultant | Philadelphia, PA

09/2024 – 12/2024

- Mapped 4 client profiles for sustainable investment firm based on market analysis and segmentation research of 11 studies, leading to a restructuring media and branding strategy to reflect core client base preferences.
- Reported strategic analysis of 9 competitors alongside a team of 6 to present 3 final growth recommendations: the introduction of a new analytics platform, a newsletter overhaul, and updating target client demographic to reflect market trends.

EARTHDAY.ORG – Summer Intern | Remote

06/2024 – 08/2024

- Briefed Executive Director and National Campaign Manager on 21 athletic organizations, creating an outreach database, establishing client relations, and assessing fit according to growth objectives in order to present 3 best partnership opportunities to the executive board.
- Organized fundraising campaign analytics of 2018 to present, advising Communications Director on best practices to boost performance by \$700.

LEADERSHIP & COMMUNITY DEVELOPMENT

University of Pennsylvania – Junior Class President | Philadelphia, PA

10/2023 – Present

- As Vice President of Finance, managed a \$42,000 budget and secured 4 on-campus sponsorships to reduce budget deficit 85% from previous leadership in just one year to projected profits for FY2025.
- Collaborated with a team of 12 to co-found 3 campus traditions and organize 50+ campus events, with a total engagement of over 7,000 students.

Penn Women's Crew – NCAA Division I Student-Athlete, Women's Rowing | Philadelphia, PA

08/2023 – Present

- Committed 25+ hours per week training and competing on weekends for a top 10 nationally ranked team year-round amid coursework and clubs, culminating in a program-best finish of 2nd place in the 3rd Varsity 8+ at Ivy League Championships.
- Selected to train intensively and compete on Team USA as part of an elite group of less than 20 athletes representing the United States, contributing to a 1st place win against 15+ countries at the 2024 FISU Rowing World University Championships.

Penn Sustainability Consulting – Project Lead | Philadelphia, PA

02/2025 – Present

- Directed 5 student consultants in climate technology database creation, leveraging Microsoft Excel and supervising weekly meetings with the project team to end the semester with over 100+ contacts for later outreach, outperforming project benchmarks by 40%.
- Facilitated weekly client meetings and communications with bimonthly presentations and progress reports, improving client satisfaction and helping to secure renewed project partnership agreement for fall 2025.

Make-A-Play Foundation (MAP) – Spring Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to score 90%+ in all 3 interviews and earn a top spot on MAP's leaderboard rankings
- **Phase 2:** Qualified for fellowship Phase 2 based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a sports training copilot that leverages AI to deliver personalized athlete experience via competitor research, solution development, and a market strategy

SKILLS, INTERESTS, & OTHER WORK

- **Skills and Language(s):** Microsoft Office, R, Adobe Suite, SEO, Data Analysis, Process Modeling, Market Research, Brand Management
- **Interests:** French, Guitar, Music Production, A Cappella, Pop-Indie Songwriting, Sports, Formula 1
- **Other Work:** Musician (Natasha Renee on all platforms), Pollution Reduction Proposal, Girl Scout Silver Award

OLIVIA B. MARTIN

[LINKEDIN PROFILE](#) • (609) 255-3836 • om7449@princeton.edu

EDUCATION

Princeton University – Princeton, New Jersey

GPA: 3.5 /4.0

B.A. in Geosciences | Minor in Entrepreneurship | ACT: 31

Anticipated Graduation: 2027

- **Accomplishments:** Royal Geological Society Young Geologist of the Year, Academic and Sports Scholar: Magdalen College School, Head's Scholar: Oxford High School, Great Britain National Track and Field Team: European U20 Championships, England National Cross Country team, Ivy League First Team and Record holder (Track): 4 x 800m Relay
- **Relevant Courses:** Introduction to Entrepreneurship; History of Entrepreneurship; Calculus; Inorganic Chemistry; Biology; Climate Science

PROFESSIONAL EXPERIENCE

Cannon Dial Elm Club – *Communications Committee* | Princeton, New Jersey

April 2025 – Present

- Serve as Sophomore Communications Officer for Cannon Dial Elm Club, one of Princeton's historic eating clubs, supporting club-wide messaging and student engagement.
- Coordinate internal and external communications, manage event outreach, and contribute to ongoing club branding and social media efforts.

Keller Center for Innovation – *Student* | Princeton, New Jersey

January 2025 – Present

- Collaborate with a cross-functional team in Princeton's Introduction to Entrepreneurship course to develop a product addressing the UN Sustainable Development Goal of achieving gender equality.
- Creating a go-to-market strategy—including product positioning, market analysis, and growth tactics—for *AdvocAid*, an app designed to combat gender bias and medical gaslighting in healthcare.

Princeton University Ward Geosciences Laboratory – *Lab Assistant* | Princeton, New Jersey

September 2024 – Present

- Assisted with research on nitrite-oxidizing bacteria in marine oxygen minimum zones in the Ward Laboratory, gaining independent lab experience beyond coursework for 3+ hours every week.
- Apply essential lab techniques - precise aliquoting, nitrite (NO₂) removal, and denitrification processes - of marine water samples
- Currently gaining experience with mass spectrometry while assisting on a new project within the Ward Lab focused on nitrogen cycling in corals.

Oxford Preservation Trust – *Sustainable Management Intern* | Oxford, England

May 2024 – August 2024

- Updated and reorganized historical OPT archives dating back to 1927 for 16 protected green spaces in Oxford and surrounding green belt, improving accessibility and preserving vital historical data.
- Assisted in developing sustainable land management plans for 1,000 acres of total land maintained by OPT, enhancing land stewardship and promoting long-term environmental sustainability.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Microsoft – “*Game Managers*” *Product Management Fellow (Phase 1 & 2)* | Remote

March 2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's Leaderboard
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, go-to-market strategy, and tradeoffs/risk and mitigation strategies

Student-Athlete Service Council (SASC) – *Member* | Princeton, New Jersey

August 2024 – Present

- Organize community service projects such as the National Women in Sports Day Clinic alongside selected Princeton student-athletes from all 38 varsity sports to foster community engagement.
- Attend monthly SASC meetings and participate in weekly programs, including Reading with the Tigers and Trenton food pantry collections, contributing to local outreach.

JPALS Mentoring Program – *Mentor* | Princeton, New Jersey

August 2024 – Present

- Mentor a disadvantaged 3rd-grade student at Johnson Park Elementary School, providing consistent positive role modeling through monthly visits to support personal growth and academic development.
- Plan and organize engaging activities for the mentee during visits, ensuring consistency by aligning trips with my schedule to maintain a stable and supportive mentorship role.

Magdalen College School – *Cross Country & Track Team Captain* | Oxford, England.

September 2021 – September 2023

- Led the Cross Country and Track teams at Magdalen College School, co-organizing school-wide sporting events to foster team spirit and enhance athletic engagement.

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** D1 Cross Country and Track; German (Intermediate/Advanced) and French (Basic); UK, US & Australian citizen
- **Programs:** Girls into VC
- **Interests:** BioTech/FemTech; Violin; Piano; Photography; Art History; Travel

RIA K. CHHINA

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EDUCATION

University Of Virginia– Charlottesville, Virginia

GPA: 3.5/4.0

B.A. in Economics |

Anticipated Graduation: 2027

- **Accomplishments:**
 - ACC Academic Honor Roll
- **Relevant Courses:** Introduction to Microeconomics, Introduction to Macroeconomics, Calculus I, Financial Mathematics, Introduction to Statistical Analysis, Introduction to Public Policy, Intermediate Microeconomics
- McIntire School of Commerce Business Essentials Badge (CEO Academy) (Spring 2025): Accounting, Finance, Marketing, Strategic Management

PROFESSIONAL EXPERIENCE

The Team – *Engaged Athlete Fellow* | Remote

August 2024 – Present

- Selected for Engaged Athlete Fellowship, focused on the intersection of athletics and civic engagement
- Spearheaded a year-long civic engagement initiative to increase student-athlete voter turnout at UVA, producing educational content and organizing campus outreach efforts.
- Participating in leadership and professional development workshops designed by esteemed professors, coaches, professional athletes, and civic leaders

Performance Edge – *Summer Intern* | Leesburg, VA

July 2024 – August 2024

- Organized coaching sessions and maintained service documentation to support efficient scheduling and enhance client communication, while building skills in customer support and youth sports instruction.
- Developed skills in filing, customer service, and sports coaching

HC Logistics Inc. – *Accounts Payable Associate* | Chantilly, VA

June 2023 – July 2024

- Verified accounting entries and supported bank reconciliations to ensure accurate processing of expense reports and vendor invoices.
- Managed expense reports and vendor invoices.
- Coordinated with vendors to resolve discrepancies and streamline payment processes.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January 2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

University of Virginia Athletics Leadership Academy – *Member* | Charlottesville, VA

August 2024 – Present

- Participated in 8+ leadership development sessions focused on values-based decision-making, negotiation, and conflict resolution.
- Built relationships with university and industry leaders while enhancing communication and team management skills.

Atlantic Coast Conference Student-Athlete Advisory Committee– *University Representative* | Charlotte, NC

July 2024 – Present

- Selected as 1 of 2 UVA athletes to represent the university on the ACC SAAC, advocating for student-athlete welfare across 18 member schools.
- Collaborated with conference peers to identify and implement initiatives that enhance the student-athlete experience.

UVA Student Athlete Advisory Committee – *Student Ambassador* | Charlottesville, VA

August 2024 – Present

- Represented UVA Athletics at campus and community events, engaging with prospective student-athletes and their families to promote recruitment and involvement.
- Collaborating with administration to enhance student-athlete experience and community outreach initiatives
- Assisting in planning and executing events to foster stronger relationships between athletes, faculty, and donors

UVA Civic Engagement Initiative – *Student Leader* | Charlottesville, VA

August 2024 – Present

- Leading a non-partisan campaign to increase voter registration and civic engagement among UVA students, with a focus on student-athletes
- Creating digital content and social media campaigns to educate students on candidates' platforms, key election dates, and voting procedures
- Collaborating with student organizations and university officials to host voter registration drives and awareness events

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Public Speaking, Leadership Development, Team Management, Conflict Resolution; English (Fluent), Punjabi (Fluent)
- **Programs:** Google Workspace (Docs, Sheets, Slides)
- **Interests: Professional Sports Representation** – Athlete management, branding, contract negotiations, sponsorship acquisition, and marketing strategies to enhance marketability and career longevity.

Samantha Wang

+1 (412) 897-9264 | s.wang2335@gmail.com | Dual-Citizen: US and Taiwan Citizen | Singaporean Permanent Resident

EDUCATION

Carnegie Mellon University, Mellon College of Science
Bachelor of Science in Physics, Minor in Mechanical Engineering

Pittsburgh, PA
May 2027

G.P.A: 3.39/4.00

Bloomberg Market Concepts (BMC)

Bloomberg for Education

Expected April 2025

Singapore American School

Singapore, Singapore

Graduated May 2023

PROFESSIONAL EXPERIENCE

Teaching Assistant for Physics II for Engineering and Physics Students

January 2025 - Present

- Tutored 20+ students in complex physics concepts during weekly course center sessions, strengthening analytical and communication skills transferable to breaking down financial models and market trends.
- Provided individualized and small-group academic support to reinforce class material, contributing to improved comprehension and higher average exam scores among participating students.

PROJECT EXPERIENCE

Fundamentals of Mechanical Engineering

January 2025 - Present

- Applied engineering principles and SolidWorks to design an energy-efficient hand-crank flashlight, optimizing gear ratios to maximize power output and durability while demonstrating an understanding of design optimization and its impact on efficiency, relevant to improving performance in aviation systems
- Developed and implemented an Arduino-controlled mechatronic system with ultrasonic and IR sensors for autonomous navigation and object detection, achieving +/- 2.5 cm accuracy
- Employed real-time sensor data processing and optimized control algorithms to ensure precise performance

LEADERSHIP & COMMUNITY DEVELOPMENT

CMU Women's Varsity Golf Team

Aug. 2023 – Present | Varsity Athlete

- Dedicated 15+ hours per week to training, practice rounds, and travel to represent the Tartans in all NCAA Division III tournaments
- Secured individual and team medalist honors by sinking a 25-foot putt on the 18th hole in debut collegiate tournament, setting the tone for a high-impact freshman season
- Ranked 5th overall in NCAA Division III for the 2023–2024 season, demonstrating consistent performance at the national level
- Contributed to a National Championship and #1 national team ranking with a 73.6 scoring average over 21 rounds, earning 4 top 10 finishes, 2 top 3s, and 2 medalist wins across two competitive seasons.

Make A Play Foundation

January 2025 - Present

- Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

ACCOLADES

Athletics:

2023-2024

- First Division III WGCA Freshman of the Year in CMU history
- 1st Team All-American
- UAA Rookie of the Year
- WGCA All-East Region
- All-UAA 1st Team

Academics:

- CMU Dean's List

2023-2024

Technical Skills: Python (NumPy, Pandas, Matplotlib), MATLAB (Matrix Computations), Excel (Pivot Tables, Data Visualization)

Santiago Hernandez

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EDUCATION

Columbia University

New York, NY

Bachelor of Arts in Economics & Philosophy, Anticipated Graduation May 2027

- **GPA:** 3.79
- **Relevant Coursework:** Macroeconomics, Microeconomics, Calculus III, Calc-Based Statistics, American Economy

WORK EXPERIENCE

California Community Builders

Remote

Summer Analyst

June 2024 - August 2024

- Analyzed missing middle housing development across California and neighboring states by researching contractors, developers, and regulatory challenges, identifying key barriers to project feasibility
- Developed a real estate market analysis using financial modeling in Excel, assessing cost structures, loan terms, and projected profits for different housing types, resulting in actionable insights on affordability and financing strategies
- Created a comprehensive pitch deck articulating CCB's mission, the economic and climate sustainability impact of missing middle housing, and its investment potential, leading to increased engagement with policymakers and investors

Salem Partners LLC

Santa Monica, CA

Investment Banking Summer Analyst

June 2022 - August 2022

- Built detailed pro forma financial models (income and cash flow statements) to evaluate potential investments, enhancing valuation accuracy and refining investment recommendations
- Performed market research and deal analysis, assessing asset performance, risk factors, and potential returns, leading to data-driven investment strategies
- Synthesized and totaled invoices and financial statements, streamlining internal reporting and reconciliation processes, ensuring accuracy and efficiency in transaction tracking
- Attended client meetings and contributed to investment strategy discussions, applying finance principles to evaluate capital structures and risk-adjusted returns on potential acquisitions

Bonjour Yogurt

Pacific Palisades, CA

Sales Vendor

June 2022 - August 2022

- Managed product distribution from headquarters to local farmers' markets, ensuring timely deliveries and reducing logistical inefficiencies
- Designed visually compelling product displays and engaged with customers through tailored recommendations, resulting in higher conversion rates and increased repeat business
- Optimized pricing strategies by analyzing customer demand and sales patterns, leading to improved inventory turnover and revenue growth

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Columbia University Football Team

New York, NY

Student Athlete - Tight End

August 2023 - Present

- Dedicate over 40 hours per week to practice, film study, conditioning, and competition while balancing a Columbia education
- Memorized a playbook of 200+ plays, developing the ability to quickly read defensive formations and make real-time adjustments
- Persevered through an ACL injury that sidelined me for the season, maintaining full academic performance and staying committed to the team through coaching younger players on and off the field

Sponsors for Educational Opportunity Career (SEO)

Remote

SEO EDGE Participant

February 2025 - Present

- Receive coaching and online instruction to achieve targeted interview, technical, and professional development goals
- Learn business fundamentals to compete successfully for internship opportunities
- Complete industry-specific training focused on developing technical skills, institutional knowledge, and attention to detail

Make-A-Play Foundation (MAP)

Remote

Spring Fellow Phase 1

March 2025 - Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

Other Affiliations: Member of Columbia Football Finance Club, President of Injured Student Athlete Group, Volunteer for Sant'Egidio

OTHER SKILLS & INTERESTS

Skills: Conversational in Spanish, Excel, Word, Powerpoint, Outlook, Leadership, Communication, Sales

Wall Street Prep Courses: Excel Crash Course, Operating Cash Flow, Debt & Levered Cash Flow, Development Modeling

Interests: Basketball, Cooking, Gardening, Personal Investing, Pottery

SIERRA A. ROSS

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EDUCATION

Boston College – Boston, MA

GPA: 3.97/4.0

B.A. in Economics | Minor in Finance and International Studies | ACT/SAT: 31

Graduation Year: 2027

- **Accomplishments:** All-ACC Academic Team 2024, Dean's List (2023, 2024)
- **Relevant Courses:** Econometrics, Macroeconomics, Microeconomics, Industrial Organization for Business Decisions

London School of Economics – London, UK

GPA: 4.0/4.0

Summer School Program

Graduation Year: July 2024

- Relevant Courses: America as a Global Power

PROFESSIONAL EXPERIENCE

High Tech Signs – Retail Sales Associate | Dallas, TX

June 2022 – August 2024

- Developed an in-depth understanding of product features, pricing structures, and warranty policies to provide accurate and insightful recommendations tailored to customer needs.
- Cultivated strong interpersonal and communication skills by engaging with a diverse customer base, effectively addressing inquiries, resolving concerns, and ensuring a positive shopping experience.
- Implemented product knowledge and consultative sales strategies to build relationships with customers, resulting in a 15% increase in overall sales.
- Collaborated with team members in a dynamic, fast-paced retail environment, enhancing problem-solving abilities, adaptability, and teamwork to meet sales targets and improve customer satisfaction.

Boston College Academic Center – Content Tutor | Boston, MA

February 2025 – Present

- Provided personalized one-on-one and group tutoring in Economics, Math, and Spanish, tailoring lessons to accommodate diverse learning styles and improve academic performance.
- Developed strong leadership, communication, and adaptability skills by effectively explaining complex concepts and adjusting teaching methods to meet individual student needs.
- Fostered a supportive and encouraging learning environment, building students' confidence and motivation to achieve academic success.
- Tracked student progress, provided constructive feedback, and implemented targeted strategies to enhance learning outcomes.

LEADERSHIP & COMMUNITY DEVELOPMENT

Boston College – Division I Varsity Rower | Boston, MA

August 2023– Present

- Committed 20+ hours per week to rigorous training, competition, and team meetings while balancing a full academic course load, demonstrating strong time management and discipline.
- Collaborated with teammates and coaches to refine technique, improve endurance, and compete at an elite level, contributing to the team's overall performance and success.
- Developed resilience, leadership, and adaptability by competing in high-pressure race environments, continuously striving for personal and team growth.

Make-A-Play Foundation (MAP) – Winter Fellow (Phase 1) | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Stem to Stern – Head Tutor | Dallas, TX |

September 2022– May 2023

- Provided one-on-one and group tutoring to underprivileged children, enhancing their math skills and overall academic performance through personalized learning strategies.
- Led a team of tutors, delegating responsibilities and designing lesson plans to ensure student progress and engagement.
- Fostered mentorship and leadership by integrating athletics with academics, instilling discipline, teamwork, and confidence in students.

ADDITIONAL SKILLS

- **Languages:** Intermediate Proficiency in Spanish (spoken and written), Native English speaker
- **Skills:** Data analysis, econometrics, leadership, teamwork, adaptability, time management, problem-solving, effective communication
- **Programs:** Microsoft Excel (Certified), Stata (Econometrics & Data Analysis), Google Suite (Docs, Sheets, Slides)
- **Interests:** Economic policy and global markets, Community outreach and mentorship program

SIMONE S. ASHFORD

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EDUCATION

Howard University – Washington, D.C

GPA: 3.0/4.0

B.S. in Computer Engineering

Graduation Year: 2027

- Accomplishments: NCAA Division I Student-Athlete (Bowling); Ranked within the top 10 bowlers in the CPS League
- Relevant Courses: Computer Science, Fund. of Circuit Theory, Advanced Digital Systems, Calculus, Engineering Physics

PROFESSIONAL EXPERIENCE

Wells Fargo – *Housing Affordability Student Analyst* | New York, New York (Remote)

02/2024 – 03/2024

- Delivered an affordable housing strategy to the bank to expand affordable rental housing opportunities in URM communities through collaboration with a team of 5 to develop a 4-phase marketing strategy (trigger, action, reward, investment) to build awareness.
- Created a buyer persona by illustrating ~5 characteristics (i.e., personal info, challenges, values, common objections) on 1 slide to assess the expectation(s) of target consumers and their value to our plan, helping the bank understand their goals, pain points, and buying patterns
- Re-engineering the team's workflow process on Air Table by directing discussions for the execution phase to determine the scope of ~5 workstreams (i.e., target persona, "The Hook" Marketing Strategy), resulting in the team completing 50% of our tasks ahead of schedule

Lou Malnati's Pizzeria – *Phone Staff/Hostess/Cashier* | Chicago, IL

07/2021 – 08/2024

- Collaborated with a large team consisting of people in various positions to effectively serve customers, resulting in the restaurant making over \$20,000 in sales per night
- Engaged with customers in-person and over the phone to answer questions and resolve concerns, strengthening communication skills and contributing to a positive customer experience.
- Effectively coordinated seating arrangements in peak hours to reduce wait times and evenly distribute server responsibilities, resulting in increased diner turnover and increased company profit

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Microsoft – *"Game Managers" Product Management Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

Stark's Scholar's Mentorship Program – *Mentor* | Washington, D.C

09/2024 – Present

- Paired with a current freshman within the Howard University College of Engineering and Architecture to serve as their mentor and help them have a successful year at the university
- Facilitated developmental events alongside upperclassmen to mentor first-year students, sharing academic and career strategies to support their long-term success

Howard University Bowling Team – *NCAA Division I Student-Athlete* | Washington, D.C

08/2023 – Present

- Planned team bonding activities by organizing schedules to strengthen relationships and boost team morale.
- Cultivated various conversations during practices and games to check on fellow teammates, resulting in increased team morale and improved bonds between members.
- Balanced daily practices and consistent weekend tournaments in addition to managing college coursework led to increased performance on the lanes and improved time management skills.

Girl Scouts of Greater Chicago and Northwest Indiana – *Girl Scout* | Chicago, IL

09/2012 – 06/2023

- Coordinated with friends and family to create a successful cookie sale that resulted in over 500 boxes sold every season
- Volunteered with members of my troop at various organizations, providing essential resources to community members, including young children and those experiencing homelessness
- Mentored younger council members by organizing informational panels and assisting with their activities, strengthening connections and fostering a greater sense of sisterhood within the troop.

ADDITIONAL SKILLS

- Skills and Language(s): Communication, Customer Service, Computer Proficiency, HTML/CSS, Microsoft 365, Mandarin (Beginner)
- Interests: Photography, Machine Learning, Volunteering

SOPHIA R. SIMENZ

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EDUCATION

Columbia University – New York, New York

GPA: 3.8/4.0

B.A. in Economics and Psychology | Concentration in Business Administration | ACT: 33

Anticipated Graduation: 2027

- **Accomplishments:** Dean's List Spring 2024, Fall 2024, Varsity Letter Women's Rowing
- **Relevant Courses:** Economics, Calculus Based Statistics, Calculus 1, Social Neuroscience, Science of Psychology, Intermediate Spanish 1, Physics

PROFESSIONAL EXPERIENCE

The Milwaukee Brewers Baseball Club, MLB – Incoming *Business Analytics Intern* | Milwaukee, Wisconsin

05/2025 – 08/2025

- Assisted in building in-depth dashboards via Tableau to track KPIs related to tickets, marketing, and concessions to increase club sales performance
- Reported on insights and analyzed trends related to ticket sales, sponsorship, concessions performance, and sales campaigns, increasing revenues
- Performed analyses after market campaigns, ticket offers, and food and beverage promotions to assess performance and identify areas for growth
- Used SQL to pull data for email lists and sales campaign audiences to better understand target audiences and improve fan experiences
- Completed ad-hoc analyses to deliver actionable consumer insights for business and operational decisions, increasing brand efficiency

US Rowing Foundation – *Brand Development Intern* | Remote

08/2022 – 08/2024

- Designed and distributed surveys on over 20 measurables using Qualtrics, then analyzed responses in Tableau from elite athletes, coaches, and partners to identify key areas for improvement within the National Team System
- Presented data-driven recommendations to board members by coordinating and leading meetings with interns, athletes, and stakeholders, resulting in adopted strategies that are currently improving athlete retention and well-being
- Spearheaded grassroots marketing campaigns to expand rowing participation in the Midwest, fostering inclusive community engagement and increasing regional awareness of program initiatives
- Produced targeted digital content and managed external communications with teams, rowers, and investors, driving a 25% increase in program visibility and strengthening stakeholder relationships

The Town Club – *Snack Bar Sales Lead* | Fox Point, Wisconsin

06/2021 – 08/2024

- Gained hands-on experience in customer service, POS systems, bookkeeping, and business operations while working in a high-volume snack bar, contributing to efficient and smooth daily operations
- Processed customer orders, prepared food, and maintained cleanliness in a fast-paced environment, ensuring high customer satisfaction and a safe, welcoming atmosphere increasing positive customer experiences
- Promoted to Snack Bar Lead after 2 years, where I supervised staff and coordinated daily tasks, resulting in improved team productivity and consistent service quality, generating the greatest overall revenue of any summer

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Microsoft – “*Game Managers*” *Product Management Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's Leaderboard
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, go-to-market strategy, and tradeoffs/risk and mitigation strategies

Columbia University Division 1 Varsity Rowing – *Student Athlete* | New York, New York, State

September 2023 – Present

- Committed 30+ hours per week year-round to a nationally ranked Division I rowing team, developing leadership, perseverance, and time management while maintaining a rigorous academic course load
- Stepped into the role of interim Team Manager during the 2024–2025 redshirt season, overseeing equipment maintenance, community service coordination, data collection, and social media management to ensure smooth team operations

Columbia University Global Health and Equity – *Grant Writing Committee* | New York, New York

September 2024 – Present

- Recruited to join a campus public health club, where I conducted research, led fundraising efforts, and raised awareness about global health inequities through weekly strategy and planning meetings leading to more than \$5000 in funding being acquired
- Elected to the grant writing committee, drafting and submitting grant applications on behalf of Columbia's partner organization in Uganda, contributing to increased funding and support for community health initiatives

Streetlife Communities – *Health Equity Volunteer* | Milwaukee, Wisconsin

March 2012 – August 2023

- Coordinated donation drives and food distribution efforts, engaging with individuals from diverse backgrounds to understand their needs and provide meaningful support to increase community wellbeing
- Led the assembly of over 200 food bags and managed donations, ensuring resources were allocated efficiently and fostering strong relationships with community members generating greater efficiency

SKILLS & INTERESTS

- **Skills:** Microsoft Excel, Qualtrics, Tableau, Python, SQL, POS, Analytical Research, Data Analysis, Economic Analysis, Brand Development
- **Programs and Language(s):** CEFR B2 certification in Spanish (advanced proficiency)
- **Interests:** Professional Sports, Exploring Global Cuisines, Yoga, Traveling, Youth Mentorship and Engagement

KAICHENG (SUNNY) LIU

kl797@cornell.edu | (626) 272-2818 | Los Angeles, CA | [LinkedIn](#)

EDUCATION

Cornell University, College of Arts and Sciences

B.A. in Economics & Information Science | GPA: 4.03

Ithaca, NY

Expected May 2027

Minors: Business, Sustainability | **Honors:** Dean's List, 400 Club (Division I Student-Athletes with 4.0+ GPA)

Relevant Coursework: Finance, Financial Accounting, Econometrics, Probability Models, Data Science, Linear Algebra, Micro/Macroeconomics, OOP & Data Structures, Digital Product Design, Networks, Resource Economics, Sustainability Colloquium

PROFESSIONAL EXPERIENCE

Klook – Asia's Leading Travel & Experiences Platform

Product Manager & Consultant

Ithaca, NY

Feb 2025 – Present

- Led market research & 14 SWOT analyses to support \$1B-funded Western expansion (backed by Citi, J.P. Morgan, HSBC)
- Synthesized 40+ lit reviews, 20+ stakeholder interviews, and user testing into key UX and market entry recommendations
- Rebuilt information architecture flow to improve user experience; ran A/B tests that improved 70% of core product features
- Managed as strategic liaison across design, engineering, and business teams to align product development with market entry goals

Kao-Kniffin Laboratory – Cornell University Department of Agriculture

ESG Research Assistant

Ithaca, NY

Jan 2024 – Present

- Collaborated with Cornell Cooperative Extension to bridge research, corporate ESG goals, and regional agriculture strategies
- Translated academic research into practice through farmer-led local sustainable agriculture workshops for climate mitigation
- Analyzed 250K+ genotype sequences using Python/SQL to assess seed quality and market trends for Northeast rice farming

Digital Mind State

Business & Technology Summer Intern

Santa Monica, CA

May 2024 – Aug 2024

- Created pricing & competitor analyses to support GTM strategy for Rabbit r1 and Alef Aeronautics (early-stage tech startups)
- Curated client-ready technical PowerPoint pitch decks for LATechWeek and NFL partnership proposal, secured over \$3k in deals
- Proposed AI Advisory Board framework to policymakers: L.A. Mayor's office and Federal Communications Commission (FCC)

LEADERSHIP EXPERIENCE

Design Consulting at Cornell

Business Educator

Ithaca, NY

Dec 2024 – Present

- Piloted 10-week curriculum for 20+ analysts, delivering 8 slide decks and 2 hands-on workshops on consulting concepts
- Orchestrated design-business integration through case studies, user testing protocols, and product strategy focused deliverables
- Headed recruitment strategy; hosted workshops, led info sessions, and screened 50+ applicants to boost recruitment rates by 93%

International Business Consulting

Consultant for Saira Hospitality and DEI & Internal Development Committee

Ithaca, NY

Jan 2024 – Present

- Excelled in 8-week training, delivering weekly case presentations and conducting in-depth financial and global market analyses
- Enhanced DEI and organizational congruence through strategic initiatives, member development workshops, and firm emulation
- Pitched "Ambassador" model to Saira Hospitality to expand donor network; facilitated partnerships through tiered pricing plans

Cornell University Women's Equestrian Team

DI Varsity Student-Athlete & Programming Manager

Ithaca, NY

Aug 2023 – Present

- Coordinated logistics of 9 competitions involving 70+ athletes, automated data entry and analysis process using Excel macros
- Balanced 20+ hours/week of training with 4.0 GPA & double major, qualified for 2025 IHSA Nationals (Top 2 at Zone Finals)

Make A Play Foundation (MAP) – Selective Pre-Professional Program for Athletes

Oliver Wyman (Finance & Consulting) – Finalist

New York City, NY

Nov 2024 – Mar 2025

- Led pitch of 3-Year Airport Growth Strategy, applying DMAIC framework to redesign passenger experience through biometric security, AI concierges, and smart queuing systems to improve KPIs and mitigate risks with value proposition budget within \$1B

Microsoft – "Game Managers" Product Management Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Microsoft to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to co-design a cutting-edge sports training copilot that leverages AI to deliver a highly personalized training experience for athletes, specifically focusing on problem discovery, competitor research, solution development, and a go-to-market strategy

SKILLS & INTERESTS

Languages: English, Mandarin, French (Basic), Python (Pandas, NumPy, Matplotlib, scikit-learn, regression), Java, R, SQL

Skills: Microsoft Word, PowerPoint, Excel (PivotTables, VLOOKUP, Macros), Adobe Creative Suite, Figma, Slack, Canva

Interests: Succulent propagation, tap dancing, classic literature and poetry, cultural media analysis, ambient "tree growing" music