**First Name & Last Name**

(555) 555-5555 • haas\_student@mba.berkeley.edu • linkedin.com/in/vanityurlwithnonumbers

**EXPERIENCE**

**Company A.,** San Francisco, CA **2019-Present**

***Business Development & Investment Lead***

* First dedicated investment and business development hire. Headed sourcing, due diligence and execution for VC-backed FinTech startup investing in private companies through employee stock options and founder equity
* Increased capital deployed from $25M to $150M YoY by pioneering diligence scorecard strategy using data analysis and research skills; highlighted investments include Affirm, Stripe, Palantir, DoorDash, Procore, Figure, Compass and Oscar
* Built and managed investment screening model using quantitative and qualitative framework, reducing due-diligence timeline from 3+ months to 2 weeks as part of company’s scaling plan
* Created client-service improvement project; implemented KPIs and SLAs for client-facing business after conducting 25 customer interviews and quantifying feedback, resulting in 20% increase of net promoter scores

**Company B,** San Francisco, CA **2020-Present**

***Venture Fellow***

* Partnered with leadership team on capital raising, due diligence on live investment opportunities, and research on new companies and technology; firm named second most active venture investor by TechCrunch
* Lead Fellow on all FinTech, Ecommerce, and sports-related deals; led due-diligence on Oxygen’s Series A investment
* Sourced 25 deals that are in active diligence with investment team, 15 of which are in the FinTech space
* Acquired 75+ new investors and sourcing networks through personal network, warm lead generation and cold outreach

Good use of “context” (“as part of firm’s expansion efforts”), “what” (“led” and “secured”) the “how” (“by building and managing a network…” and “results” (“$50M”) in one bullet.

**Company C,** San Francisco, CA **2013-2019**

***Vice President (joined as Associate)***

* Co-led the #2 San Francisco investment practice, managing $1B in client assets across venture capital, private equity, global public equity, fixed income, hedge fund and real estate investments
* As part of firm’s expansion efforts, led new business development projects; secured key referral source partnerships by building and managing a network of investment and legal professionals resulting in $50M of new assets annually
* Designed impact investment platform using industry research, statistical analysis and client discovery tools, which was implemented across 75% of San Francisco clients and reduced capital outflows by 25%
* Organized 6 events annually averaging 100 attendees, leveraging personal and firm’s network to create content on topics important to investors, including annual Impact Conference, Innovation in FinTech, and Cannabis Entrepreneurship
* Recruited, managed and mentored over 25 Associates, including direct responsibility over 5

**Company D,** Santa Barbara, CA **2011-2013**

***Technical Account Manager***

* Grew client base from 10 to 100 for real estate technology company; consulted investment firms, delivering superior service through strong communication and relationship management skills
* Publicized new portfolio performance product by speaking at annual client conference, resulting in 8 new clients

Bullets in Education section highlight activities and accomplishments that complement Haas pivot.

**EDUCATION**

**University of California, Berkeley, Haas School of Business May 2020**

***Master of Business Administration***

* Advised 3 startups for Berkeley SkyDeck (startup incubator), two of which received seed funding of $500,000
* Graduate Student Instructor, Fundamentals of Design Thinking (Fall 2019) and FinTech (Spring 2020)
* 2019 Disruptive Innovation Competition winner for “Dream Stream”, a concept to experience content while sleeping
* Vice President of FinTech club; organized and moderated three alumni events on future of financial services

**University of California, Santa Barbara** **June 2011**

***Bachelor of Arts, Business Economics with an Emphasis in Accounting. Minor in Sports Management***

**ADDITIONAL**

* FINRA Series 7, 65, 63 and 31 licensed
* Advisor to StEP, UC Berkeley’s entrepreneurship accelerator program; advising one media and one communication startup
* Co-Chair for Berkeley Alumni Council, oversaw over 100 alumni volunteers; 2019 alumni “Chapter of the Year” winner
* Avid surfer: surfed 15-foot swell in Central America after being temporarily stranded on a deserted beach

Nice variety of professional, volunteer, and personal content in the Additional section.