

## EXPERIENCE

**ServiceNetZero | New York, NY | Founder | Company Ventures Boost 2026 Fellow |servicenetzero.com.** 11/2025- Present

- Designing and developing a SaaS platform that integrates data streams for high-volume food operators to make better decisions
- Architecting a carbon scoring methodology that maps operational and recipe data to emissions benchmarks
- Conducting customer discovery with North American food operators to validate product-market fit

**Stonegardens Advisory | New York, NY | Client Success Intern** 9/2024 – 08/2025

- Co-authored 50+ technical proposals for DoD and DHS programs, translating complex technologies (AI, robotics, clean energy) into compelling business cases for federal buyers
- Managed project workflows to track client priorities, deadlines, and proposal submissions across multiple DoD programs
- Automated invoicing using Google Apps Script and Sheets/Docs integration, reducing manual processing time by 50%

**Sodexo, Nourish | New York, NY | NYC Regional Account Manager** 9/2023 – 03/2024

- Closed \$100K LaGuardia Chase Sapphire Lounge contract, driving 40% portfolio growth in the last quarter
- Managed client budgets across 9 accounts for catering events, snack programs, and daily meal service in NYC and SF markets
- Implemented sustainable supply chain solutions: optimized delivery routing (reducing emissions 15%), integrated local suppliers, and standardized plant-forward menus across accounts

**Credit Suisse, Aramark | New York, NY | Catering Director** 5/2022 – 08/2023

- Maintained costs below 35% of revenue through strategic menu planning and optimized staffing.
- Managed weekly P&L Statement for budget forecasting and did all close of period accounting
- Led 30+ person bilingual team across union and non-union staff, coordinating operations between NYC and Raleigh locations
- Boosted daily order velocity 40% at zero marginal cost by optimizing existing kitchen capacity and staff schedules

**Relish Catering and Hospitality | New York, NY | Senior Sales Manager and Event Planner** 08/2021 – 05/2022

- Executed \$300,000 in catering sales emphasizing sustainable, plant-forward event solutions
- Prospected new business using Hubspot and venue partnerships, closing clients including iHeartRadio, Samsung, and GrubHub
- Managed full sales cycle from prospecting to event execution for off-premises corporate events

**Javits Center, Compass | New York, NY | Senior Sales Manager** 01/2017 – 07/2021

- Sold \$3 million in catering annually and forecasted sales, delivering profitable food and beverage experiences for high-profile clients including Salesforce, Amazon, and Oracle
- Led development of custom exhibitor ordering application, reducing order processing time by 40% and improving accuracy through digital workflow automation
- Authored ESG analysis and waste management strategy presented to CEO, achieving 20% food waste reduction and 6,000+ bottle industrial recycling program
- Organized enterprise-wide sustainability training achieving Platinum Certification from Events Industry Council in 2020

## EDUCATION

**Baruch College, Zicklin School of Business | New York, NY | STEM MBA Candidate** 06/2026

- Study Abroad- Jean Moulin University- Lyon, France: Financial Impact of Sustainable Business
- IBM Watsonx Hackathon Spring 2025: 1st Place Winner, Medical Research Assistant
- Energy Innovation Capital: Analyzed geothermal startup (\$207M funding, 19% IRR) in VC externship
- Neuberger Berman ESG Case Competition: Team Captain, Circularity in SKF Investment Analysis

**New York University, Stern School of Business | New York, NY | Certificate in Corporate Sustainability** 06/2019

**Florida International University | Miami, FL | BA in Sociology & Anthropology, Economics Minor** 06/2014

- Marriott Hospitality Study-Abroad Scholarship Recipient | Tianjin University | Tianjin, China
- Second Place Florida Anthropology Conference for Intern Research: *Trends in Immigration Enforcement*

## SKILLS & CERTIFICATIONS

**Computer:** Data Analysis: Python, SQL, Tableau, Alteryx, Excel | AI/ML Tools: Claude, Watsonx, Perplexity, Base 44, Canva, Gemini | Project Management: Monday, Salesforce, Microsoft Suite, Google Workspaces

**Management:** Team Leadership, Client Relationship Management, Cross-Functional Collaboration, P&L Management

**Languages:** Fluent and literate in Spanish

## VOLUNTEER

**WeSpeak NYC, NYC Dept. of Immigrant Affairs | New York, NY | ESL Instructor** 04/2024- Present