

ELAN ROSEN

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EDUCATION	UNIVERSITY OF MICHIGAN College of Engineering Computer Science (BSE), May 2024 <ul style="list-style-type: none">• GPA: 3.94/4.00 SAT: 1560 5/5 on 10 AP exams• Minor: Business, emphasis in Finance• Involvement: Intramural Basketball, Residence Hall Association, Hoops for Hope	Ann Arbor, MI
EXPERIENCE 2023 Summer	PSG / PROVIDENCE EQUITY Investment Summer Analyst <ul style="list-style-type: none">• Produced KPI and financial summaries for 3 prospective add-on acquisitions with one opportunity pursued resulting in a \$20m LOI extended for a business automation platform• Drafted preliminary overview deck for potential acquisition and eventual IOI for \$80m ARR marketing intelligence platform, analyzing customer file and historical financials• Conducted business due diligence for potential \$190M platform investment in lead-gen software provider, including customer due diligence, building LBO returns model, running 3 expert calls, sizing serviceable market, and contributing to IC briefing memo	Boston, MA
2022 Summer	OUTREACH Product Management Intern <ul style="list-style-type: none">• Evaluated impact of adding conversational intelligence support for Google Meets and Cisco Webex using a total addressable market calculation based on Outreach's current 3,100 customers meeting provider preferences, annual contract values, and seat counts• Identified workflow bottleneck affecting 9% of all Outreach email users after 7 customer interviews and large-scale usage data analysis, resulting in company leadership sunsetting future efforts to support in-app email and impacting 4 related features in development• Owned product feedback for new feature's GTM review, conducting 6 alpha user feedback sessions, creating 2 surveys for both sales managers and representatives, and ultimately recommending a delayed launch due to usability issues affecting 20% of beta users	Seattle, WA
2021-2022	BOND CONSULTING GROUP Project Manager <ul style="list-style-type: none">• Led team of 5 student consultants in the creation of a private valuation model via discounted cash flow analysis for a renewable energy startup considering fundraising options• Constructed subscription revenue model for a direct primary care practice based off patient demographics and churn to adjust monthly pricing, leading to the owner implementing a recommended 14% increase on family plan pricing and resulting in MRR increasing by 8%• Evaluated cost structure for a major local retailer, to identify areas of inefficiency across 8 departments by developing an Excel model to classify costs and generate overhead rates, providing \$300,000 worth of savings opportunities over the next 10 years	Ann Arbor, MI
2021-2022	PREDICTION MARKETS RESEARCH Independent <ul style="list-style-type: none">• Developed composite U.S. COVID-19 progression model to inform trades on coronavirus prediction markets; performance ranked amongst the top 2% of traders on the largest prediction exchange, achieving a 40% monthly return, 3 months in a row on invested capital• Leveraged CDC omicron infection metrics to create risk management model for COVID-19 event contracts to find optimal risk-adjusted strategies, ultimately executing a set of trades forecasting 90-95% omicron prevalence during the week of 1/1/22	Ann Arbor, MI
2021 Summer	MICROSOFT Software Engineer Intern <ul style="list-style-type: none">• Restructured mobile testing process by automating and porting test suite to new server for use by engineering team, decreasing manual time spent on testing by 8 hours/week• Repaired 7 dysfunctional user interface components for mobile transcription app, contributing to the feature release for voice document editing on Dragon Anywhere iOS and Android	Boston, MA
ADDITIONAL	<ul style="list-style-type: none">• Hobbies include windsurfing, basketball, losing in poker, and watching Celtics games• Leading scorer of high school varsity Basketball team, also setting a school record in Track• Avid listener of business and history podcasts, favorites include "Acquired," "All-in," and Mike Duncan's "The History of Rome"	