

CHARLES

Address 1

Address 2

School email

Phone number

education

2007-2009

HARVARD BUSINESS SCHOOL

BOSTON, MA

Candidate for Master in Business Administration, June 2009. Panel Captain for VC/PE Conference 2008. Panel Organizer for Cyberposium 13. Member of VC/PE, Entrepreneurship, and TechMedia Clubs.

2000-2004

UNIVERSITY OF PENNSYLVANIA

PHILADELPHIA, PA

Bachelor of Arts and Science dual-degree, *cum laude*, in International Relations & Political Science.

experience

2005-2007

EMERGING DEMOGRAPHICS INC.

NEW YORK, NY

Founder/C.E.O.

Founded, built, and managed growth of company developing patent-pending multi-lingual telephone application that provides low-wage and immigrant jobseekers access to relevant job information via a standard telephone.

Management & Execution

- Serviced over 45,000 Latino jobseekers and hundreds of employers.
- Led international team of 13 full-time equivalent programmers, salespeople and researchers.
- Opened customer service center and back office in Mexico City to reduce costs and generate efficiencies.
- Established performance metrics across the organization to measure all facets of business progress.

Strategy & Innovation

- Prepared business plan and financial model, and developed dual-strategy business model to monetize offerings by selling recruiting services to employers and presenting advertisements to jobseekers.
- Conducted market research and customer focus groups to determine price and distribution strategy.

Negotiations & Business Development

- Spearheaded fundraising efforts totaling several hundred thousand dollars and established industry contacts.
- Identified and negotiated all aspects of strategic partnerships including advertising deal with the largest Hispanic marketer in the US.
- Fielded acquisition offer and term sheet by billion dollar telecommunications company.

2004-2005

DELOITTE CONSULTING LLP

NEW YORK, NY

Strategy and Operations Business Analyst

Engaged in various Management Consulting projects across numerous industries and service lines.

- Developed revenue projection model to estimate size of transaction banking market for financial institution.
- Identified cost drivers and revenue leakages in existing processes for global telecommunication company.
- Prepared international bank's market strategy for new service offerings.
- Evaluated quality of financial and management reporting for global advertising conglomerate.

awards

Top 20 Entrepreneurs under 25, Businessweek.com; 21st Coolest Young Entrepreneur under 30, Inc. Magazine; 30 Entrepreneurs under Thirty, Daily News.

media

Featured in: ABC7, BBC News, Telemundo, NY1, NPR, CareerJournal.com, Crain's New York, NewYorkBusiness.com, El Diario, Hoy, HispanicBusiness.com, Entrepreneur Magazine, and Newsday.

Quoted in: Wall Street Journal, Workforce Management, Hotel & Motels, S.W. Scripps, and StaffingIndustry.com.

personal

Native Spanish speaker. Enjoy water skiing, team sports and traveling.