

# TRACE BINDER

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## EDUCATION

Bachelor of Science in Business, Concentration in Finance & Data Science  
New York University, Leonard N. Stern School of Business, William R. Berkley Scholar

**Expected May 2027**

- GPA: 3.7 Major, 3.1 Cumulative

## PROFESSIONAL EXPERIENCE

### **Cornell Tech Runway Startup**

**December 2024-August 2025**

#### ***Founding Head of Business Development & GTM Strategy***

New York, NY

- Promoted from intern to founding business leader within four months based on high-impact execution and full-time commitment through working directly with the CEO/Founder
- Owned strategic planning for go-to-market, partnerships, and investor engagement for an early-stage medical device/dual-use defense technology venture
- Built, managed, and presented financial and equity infrastructure, including cap table, market sizing models, competitor analysis, and investment materials to internal leadership
- Represented the company at SOFWEEK, a major industry and government conference; pitched to public officials and enterprise leaders, initiated over 15 strategic partnership discussions, and advanced federal engagement opportunities through analyzing program requirements and discovering end-user fit for our technology

### **Hawx Pest Control**

**June 2024-August 2024**

#### ***Outside Sales Representative***

Denver, CO

- Generated \$35K+ in door-to-door sales through direct client acquisition and consultative selling

### **Global Equity Management**

**February 2024-May 2024**

#### ***Portfolio Team Trainee***

New York, NY

- Diligently constructing weekly deliverables to develop key modeling skills and refine my knowledge of financial valuation methods, culminating in a stock pitch to the Portfolio Team that has appreciated by over 80%

## LEADERSHIP DEVELOPMENT

### **AfterQuery**

**June 2025-Present**

#### ***Campus Lead***

New York, NY

- Led campus efforts to identify, recruit, and engage top student talent for AI annotation and research projects at a YC-backed startup
- Developed a local ecosystem of skilled contributors, bridging academic expertise with AI model development

### **Scholar Engagement and Leadership Committee**

**November 2024-Present**

#### ***Treasurer***

New York, NY

- Managed \$10K program budget, tracking and allocating expenses weekly in an excel spreadsheet while updating our bank account
- Helped propose, organize, and curate events to optimize scholar engagement ROI in biweekly meetings

### **Alpha Epsilon Pi Fraternity**

**August 2023-December 2023**

#### ***Finance Assistant***

New York, NY

- Oversaw \$100K+ budget with Exchequer and improved financial operations, budgeting, expense tracking and planning
- Owned payment collection of over \$25K for new members and managed invoicing for reimbursements

## SKILLS

Microsoft Suite, Python, SQL, Tableau, Clay, Hubspot, Pitchbook, Value-Based Selling, CRM Management, Business Development, Financial Statement Analysis, DCF Valuation, Cap Table Creation and Management, GTM Strategy, Strategic Prospecting, Market Sizing, Competitive Analysis, Pitch Deck Development

