

PABLO FABREGAS NAVAS

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EDUCATION

University of Florida

Master of Science in Information Systems and Operations Management – Data Science

Bachelor of Arts in Economics, Honors

Minor: Sustainability Studies | **Certificate:** Artificial Intelligence Fundamentals

• **GPA:** 4.00/4.00

• **Honors and Distinctions:** MLT Career Prep Fellow, Delta Sigma Pi Member, Horatio Alger National Scholarship, National Hispanic Recognition, UF President's Honor Roll, Presenter at National Conference on Undergraduate Research

Gainesville, FL

December 2027

May 2027

EXPERIENCE

Aristol, Inc.

Technology Consulting Strategist

Tokyo, Japan

June 2025 – August 2025

- Partnered with the Japan National Tourism Organization to architect data-driven U.S. market entry strategies, leveraging consumer analytics and segmentation models to drive a projected 15% increase in American visitors within the first year
- Spearheaded the implementation of the \$1M cross-channel marketing rollout, optimizing budget allocation across media, logistics, and experiential activations to maximize audience reach, operational efficiency, and overall campaign returns
- Built comprehensive ROI forecasts and a financial growth plan by analyzing campaign performance and budget efficiency, projecting a 4x first-year return and establishing a scalable framework for long-term national integration

Florida Atlantic University College of Business

Financial and Managerial Accounting Teaching Assistant

Boca Raton, FL

August 2023 – May 2024

- Facilitated communication between faculty and students as a liaison, organizing two comprehensive semester exam reviews that improved course understanding and performance, raising exam class averages by 20% by the end of the semester
- Supported a cohort of ~800 students by delivering three weekly 50-minute lectures and sixteen weekly office hours, reinforcing teamwork, engagement, and core financial and managerial accounting concepts, contributing to a 90% pass-rate

Robertson, Anschutz, Schneid, Crane and Partners PLLC

Accounting and Billing Intern

Boca Raton, FL

May 2023 – August 2023

- Led six-week reconciliation project addressing ~\$550,000 in credit transactions by coordinating with accountants across 17 states to resolve ledger discrepancies and prepare month-end financial reports, ensuring accurate records for firm Controller

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

UF Department of Economics

Transportation Economics and Policy Researcher – Honors Thesis

Gainesville, FL

June 2025 – Present

- Investigating disparities in Los Angeles by analyzing how public-transit accessibility impacts employment, income, and crime across marginalized ZIP codes, uncovering spatial patterns that highlight links between mobility and economic opportunity
- Compiling and integrating ACS, labor, transit-agency, and crime datasets using R and Stata to develop econometric models and spatial visualizations, generating empirical insights and a policy brief supporting an undergraduate honors thesis

Rem and Company

Regional Growth Lead for Southeastern U.S.

Gainesville, FL

April 2025 – Present

- Expanded Rem and Company's Southeastern presence by managing the acquisition pipeline and recruiting leadership for new chapters at the University of Miami, Florida State, Georgia Tech, and Duke, establishing a sustainable consulting network
- Partnered with the International Growth Team to coordinate recruitment across 65 U.S., European, and Asian communities and mentor 12 of 100 prospective leaders, resulting in multiple successful chapter launches and strengthened global operations

Consulting Strategist

February 2025 – Present

- Expanded a biotechnology startup's operations by optimizing HR and hiring systems and integrating HubSpot CRM to centralize ~500 client, sales, marketing, and investor records, streamlining internal communication and data management
- Hired a Summer Operations Intern and authored a 20-page Client Relationship Management manual detailing CRM use, onboarding, and lab management, standardizing workflows and improved organizational efficiency going forward

Florida Fixed Income Group

Trade Analyst

Gainesville, FL

September 2024 – Present

- Collaborated with senior analysts to evaluate fixed-income securities, private credit, and spread trades through DCF modeling, market trend data, and policy outlooks into portfolio strategy recommendations for bi-semester investment pitches

ADDITIONAL INFORMATION

Programs: McKinsey Career Catalyst Incubator, Bain Consulting Kickstart, BCG Launch, Accenture Elevate to Innovate

Languages and Skills: Spanish (fluent), QuickBooks, Python, SPSS, R Script, SQL, Stata, HubSpot CRM, Adobe Creative Cloud

Interests: Economic Policy, Architecture and Interior Design, Canine Photography, Open Water Scuba Diving, Beach Volleyball