

**Maxwell Wolpert**  
[mwolpert27@gmail.com](mailto:mwolpert27@gmail.com) • (203) 435-5949

## EDUCATION

**Emory University, College of Arts and Sciences** (Atlanta, Georgia)  
*Major: Neuroscience & Behavioral Biology | Minor: Economics*

August 2019 - May 2023  
Cumulative GPA: 3.6

## WORK EXPERIENCE

**Whitman Insight Strategies** – *Analyst* (New York City, New York) June 2023 - November 2024

*Market research consulting firm that provides deeper understanding of consumer preferences for Fortune 1000 companies*

- Led \$1M+ in projects for top three revenue-generating clients, designing market research strategy & coordinating vendors
- Conducted quantitative analysis from customer interviews and market research to create ideal customer profiles
- Redesigned project management process to streamline internal bandwidth management, increasing productivity by 10%

**Quinn (formerly Hyve Inc.)** – *Head of Go-To-Market Strategy* (New York City, New York) September 2022 - May 2023

*Series A startup creating peer-to-peer financial tools for Gen Z, millennial audience*

- Led five teams of 60+ total interns, developing and executing a GTM vision, and setting internal success metrics
- Ideated, created, and executed upon growth strategy that drove 18,000+ user growth within 9 months with \$0 budget
- Conducted 20+ user interviews, designing the questions and surfacing pain points for the product and engineering teams

**Midnight Venture Partners** – *Venture Analyst Intern* (Austin, Texas) February 2023 – June 2023

*CPG-focused venture fund investing in seed to series-A portfolio companies*

- Conducted quantitative analysis of 4 startups' product strategies, competitive landscapes, and financial models
- Developed deal strategy, informed investment decisions, and assisted portfolio companies inc. Olipop (\$800M valuation)

**Laconia Capital** – *Venture Capital Fellow / Scout* (New York City, New York) January 2023 — Present

*Semester-long VC fellowship focused on assisting startups with fundraising, financial modeling, and market research*

- Consulted with 30+ C-suite founders on early-stage product strategy, startup valuation, and fundraising
- Communicating with Laconia GPs for providing startup sourcing and recommendations within the NYC tech scene

**Toto Mediterranean Restaurant** – *Sous Chef* (Fairfield, Connecticut) June 2021 – August 2021

- Managed a team of three line cooks, along with the head chef, to assist in the preparation and execution of all dishes
- Collaborated with the head chef to manage kitchen operations, including inventory management, staff coordination, etc.

## LEADERSHIP & COMMUNITY INVOLVEMENT

**Team Hypo, Department of Energy Case Competition**– *Co-Captain* (Washington, DC) January 2023 – March 2023

*Placed 2nd among 200+ teams and for the D.O.E Lab IP Licensing Award (\$25,000 prize)*

- Developed commercialization and GTM strategy for a electrolyzer technology patented by Idaho National Laboratory

**BlackBox** – *Co-Founder* (Atlanta, Georgia) October 2021 – August 2022

*Community-based career empowerment platform that provides college students job opportunities with early-stage startups*

- Built and launched platform on Emory Campus, eventually matching 12 students with short-term internship
- Created 0→1 product and GTM roadmap, based on student interviews and market research
- Placed 3<sup>rd</sup> in Emory's Hobby to Hustle program and selected for Goizueta Business School Startup L&A Accelerator

**TAMID Consulting Group** – *Consultant, Project Manager* (Atlanta, Georgia – Remote) June 2021 – August 2021

*International organization that matches students in the United States with companies in Israel*

- Managed team of five students to conduct market research for Vibo; DriveTLV (Series C); C2A Securities (Series D)

**Hillel at Emory** – *President of Shabbat Committee* (Atlanta, Georgia) August 2020 – May 2022

- Led team of 10 students, planning outreach initiatives which engaged 40+ new students with Jewish life on campus

## ADDITIONAL INFORMATION

**Honors & Awards:** Emory Honorary Senior Finalist (Top 100 of 1500-person graduating class), Emory University Dean's List (x3), Department of Energy IP Lab Licensing Award Finalist (2023)

**Technical Skills:** Python, C, SQL, Javascript, CSS, HTML, Data Analysis, Microsoft Office

**Additional Languages:** Spanish (Limited Working Proficiency)

**Interests:** Sports (Running – Marathons x 2, Basketball, Soccer), Chess (ELO: 1400), Cooking, Reading, Politics