

PROFESSIONAL EXPERIENCE

- 2012 – Current **Ulupono Initiative**
Senior Vice President, Investments & Analytics (May 2019 – current) Honolulu, HI
Vice President (December 2014-May 2019)
Senior Investment Associate (2012-December 2014)
- Lead and support overall organizational management, strategy and execution
 - Lead strategy development, including targeted resource allocation
 - Lead, oversee and recommend investment and grant opportunities
 - Co-creator and founding board member of Bikeshare Hawai'i. Led collaboration, research and funding recommendation initiate and support the program, including managing the hiring of a CEO and COO
 - Lead Ulupono's investments in the Transportation Sector, including Volta, EverCharge, OpConnect Hawai'i and Freewire (EV charging stations), WaySine (real-time bus arrival signs) and bikeshare
 - Public-private collaboration including EV Partnership, HCEI 2.0 transportation, Bikeshare Hawai'i, and Drive Electric Hawai'i
 - Lead and support hiring and management of associates and summer interns
 - Lead and help organize team activities and community service (e.g., lo'i kalo restoration, bike challenge)
 - Share expertise and counseling for Hawai'i's venture capital community e.g., advise Energy Exceleator companies, Hawai'i Venture Capital Association speaker, support local accelerator programs
- 2006 – 2011 **StubHub (an online tickets marketplace acquired by eBay with over 300 employees & \$1 billion in sales)**
Head of Strategy and Financial Planning (2010-2011) San Francisco, CA
Senior Manager, Strategy and Corporate Development (2006-2010)
Youngest unit head in the company, consistently ranked top 5% across all of eBay, including 3 Shining Star awards for outstanding work and recognized as key contributor to long-term success of eBay in 2009
- Led team of 3 to value and recommend the acquisition of Ticket Technology (a software point-of-sale provider), then managed the team through the approval, due diligence process and integration planning
 - Identified and initiated new forecast model by detailing out revenue into 8 unique drivers, generating a 500 basis point improvement in forecasting and enhanced business knowledge
 - Directed StubHub deal team through the due diligence process and acted as lead liaison across eBay, StubHub and third-parties for the \$310 million sale of StubHub to eBay in 2007
 - Led executive team of 10 through the planning process and goal setting for 2009 (including layoffs), 2010 & 2011, including investments in new partnerships, mobile and international expansion after a build/partner/buy analysis, leading to over 40% growth while expanding margins
 - Owned P&L management and development, including monthly, annual & 3 year forecasts and variance reports, liaising across four department heads and presenting regularly to the CEO, and CFO of eBay
 - Drove the research, valuation and recommendation, for StubHub's multi-million dollar, long-term partnership with MLB.com, which transformed the company from paper to electronic transactions
 - Led and managed team of five direct reports across Finance & Strategy
- 2003 – 2006 **SG Cowen & Co.**
Investment Banking Analyst, Technology M&A and Corporate Finance San Francisco, CA
Ranked at the top of my analyst class, promoted to 3rd year analyst and offered Associate promotion
- Led business valuation analysis, including comparable company, accretion/dilution analysis, pro forma company modeling, sum-of-the-parts and discounted cash flow modeling

EDUCATION

- INSEAD, MBA Programme, December 2011** Singapore/France
Vanderbilt University, Bachelor of Science in Economics Nashville, TN

COMMUNITY INTERESTS

- **Board Experience:** Bikeshare Hawai'i (chairman)
- **Prior Volunteer Experience:**
 - PACE High School Business Plan Competition judge
 - Junior Achievement of Hawai'i Education Committee member
 - KaBOOM Windward YMCA Playground Build Day
 - Start-Up Weekend Honolulu mentor and judge
 - Cartier Women's International Business Plan Competition coach
- **Fundraising Experience:** As a past participant of Team-In-Training endurance runs, raised over \$10,000 for the Leukemia and Lymphoma Society