

INDUSTRY EXPERIENCE

PTC • Associate Product Manager • Boston, MA • July 2018 – Present

- Co-led development of new product aimed to simplify development and enterprise-wide deployment of Internet of Things (IoT) applications. Interviewed customers to understand specific use cases, pain points and needs to identify key product requirements. Coordinated with development, design, Cloud and Salesforce teams to ensure smooth onboarding experience for new users of functionality.
- Devised framework to quantifiably rank and prioritize key customer issues. Served as point of contact between customer success managers and development leads to plan timelines of code fixes.
- Presented overview sessions to customers to articulate the capabilities and value of product to help customers understand how our product aligns with their use cases. Delivered roadmap sessions on customer calls to provide awareness of functionality in future releases.
- Initiated, managed and ran developer-focused blog and podcast to share key release info, new functionality awareness and overall best practices to enable smoother developer experience.

PTC • ThingWorx Intern • Boston, MA • Feb 2017 – May 2018

- Created training tool for sales reps to transition customer conversations to business value and accelerate sales cycle.
- Established trial user reference program with manager to engage with end users of company's augmented reality (AR) authoring software, Vuforia Studio, to further understand user needs and market demands.
- Analyzed usage data on Vuforia Studio Trial Program to measure user engagement and observe potential trends.

KPMG UK • International Standards Group Intern • London, UK • Jun 2016 – Jul 2016

- Collaborated with editor to prepare 2800-page accounting reference book, *Insights into IFRS*, for publication. Received personal acknowledgement in final publication.
- Researched audit quality indicators used by competing firms to strengthen understanding of competition.

Mainspring Healthcare Solutions • Marketing Intern • Waltham, MA • Jan 2016 – May 2016

- Devised web traffic workflow on marketing automation tool (Hubspot) to funnel website visitors to appropriate product eBooks based on user needs.
- Customized mobile application for all attendees of 2016 Mainspring Client Summit to provide efficient access to event logistics.
- Designed new webpage layout for online product user guides to improve content organization.

EDUCATION

Babson College, School of Management • Wellesley, MA • May 2018

- Bachelor of Science in Business Administration; Concentration: Information Technology Management
- GPA: 3.80, Summa Cum Laude
- Honors Program Scholar: Selected from top of class to apply to rigorous Honors Program to conduct thesis project. Designed, conducted and analyzed experiment to measure effectiveness of augmented reality (AR) in providing assembly instructions.

Olin College of Engineering • Needham, MA • May 2018

- Olin Certificate in Engineering Studies

London School of Economics • London, UK • Aug 2016

- Summer Coursework: AC315: Applied Valuation and Securities Analysis

LEADERSHIP

Affordable Design & Entrepreneurship Course • Engineering & Venture Team Member • Needham, MA • Sept 2017 – Jan 2018

- Traveled overseas to rural India to observe teachers use our product (an educational optics box called Brightbox) to deliver lessons to students on how light travels, reflects and functions. Studied students using our product to identify opportunities for improved usability and new opportunities.
- Compared manufacturing, assembly methods and material options with team to reduce cost of manufacturing.

Delta Sigma Pi, Gamma Upsilon • Member & Former Vice President of Scholarship & Awards • Wellesley, MA • Nov 2015 – Present

- Served on Executive Committee of professional co-ed business fraternity to organize scholarship opportunities for Chapter.

Partners for Rural Health in the Dominican Republic • International Volunteer • Fusimaña, Dominican Republic • Jan 2014

- Traveled to Dominican Republic at 17 years old as youngest member on team of Spanish interpreters, volunteers and medical professionals for two-week medical outreach program to provide rural villagers access to continuous healthcare and supplies.

Big Brother Big Sisters of Southern Maine • Agency Ambassador • South Portland, ME • Sept 2013 – Apr 2014

- Collaborated on fundraisers aimed to expand opportunities for at-risk youth and to build community of mentors.
- Designed visual elements for auction items at Bids for Kids Fundraiser, which generated \$95,000 in net donations.