

BETO JUÁREZ III

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PROFESSIONAL

NEST MORTGAGE

Austin, TX
1.2016 - Present

Started and built a communication tool for lenders and borrowers

Founder and Product Manager

Secure document submission application (Ruby on Rails)

- Conducted 20+ customer development interviews to understand mortgage process and how Nest Mortgage can improve speed, accuracy, and compliance for loan officers
- Led a team of 3 development and design contractors in agile-style execution and led front end-development

DELL

Round Rock, TX
4.2014 - 1.2016

Led product for Dell's channel partner business

Product Manager

ASN (a.k.a. Advance Ship Notice / EDI 856) - Automatically send shipping information

- Pitched and secured funding for ASN project for \$1.4M in its first year of development. ASN is expected to deliver value of +\$8M
- Led product ownership duties for first year of ASN program, delivering a minimum viable product producing +200 ASNs per day

SPOKESWAP.COM

San Francisco, CA
1.2012 - 8.2013

Started and built a peer-to-peer audio visual rental marketplace

Co-Founder and Product Manager

- Built and refined web product, achieving a \$24K annual run rate
- Interviewed 30+ individuals and small businesses using lean customer development
- Achieved 8,000+ unique visitors, 200+ transactions, 100+ positive reviews, 4 city rollouts, and \$90 average transaction value
- Led media, blogging, and marketing efforts, resulting in 2K+ new visits

STEPONE VENTURES

San Francisco, CA
3.2009 - 8.2011

Consulting for Spanish software companies

Business Development Associate

- Prepared 20+ Spanish clients for 120+ business development meetings in Silicon Valley, resulting in \$2M+ worth of deals
- Presented market research on mobile payments sector in the US for BBVA, a large Spanish bank, resulting in BBVA's "innovation" office in San Francisco
- Negotiated \$120K lease in San Francisco's SoMa tech district on behalf of BBVA

L.E.K. Consulting

San Francisco, CA
9.2007 - 3.2009

Management consulting, specializing in private equity due diligence

Associate

Renewable Energy Power Inverter Manufacturer, Commercial Due Diligence

- Led solar power team in due diligence of Xantrex Technology's solar inverter products; the client ultimately decided to purchase the company for \$479M, based on the potential of Xantrex's solar business

EDUCATION

MIT SLOAN

Cambridge, MA
Class of 2013

MBA

- Springworks Scholar, awarded to top minority students researching entrepreneurship
- Thesis on building entrepreneurial communities

STANFORD UNIVERSITY

Stanford, CA
Class of 2007

BA - International Relations

- Gregory Annenberg Weingarten Scholarship and Phi Beta Kappa Scholarship recipient
- Stanford Overseas Programs in Moscow and Paris

SKILLS

- Certified Scrum Product Owner
- Spanish, French, and Russian Language
- Neopolitan-style pizza