

Ore Obiwumi

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EDUCATION

Stanford University Graduate School of Business

MBA Candidate

Stanford, CA

Expected June 2024

- **Activities:** Investor, Impact Fund Education Deal Team; Education Club; Product Club; Social Impact Club

Fairleigh Dickinson University (FDU)

BA, Communication Studies and Political Science | GPA: 3.85 (summa cum laude) | Presidential Scholar

Madison, NJ

May 2018

- **Awards & Leadership:** New Jersey College Newspaper Critical Writing Award, 2nd place; Becton College award for Outstanding Achievements in Political Science; President, Fairleigh Debaters; Editor-in-Chief, The Pillar

PROFESSIONAL EXPERIENCE

Landis Technologies

Series B real estate tech startup that uses a rent-to-own model to help under-resourced individuals become homeowners

New York, NY

Strategic Partnerships Intern

Summer 2022

- Sourced, onboarded and scaled 3 new partnerships, leading to a 5% overall increase in client applications
- Worked with engineering team to launch 2 products aimed at external partners; led user interviews and derived corresponding feature modifications in collaboration with product and design teams
- Analyzed user journey data to identify gaps in customer support that caused an application drop-off rate of over 28%. Developed plan to increase application completion rates and persuaded senior management to implement it

Sister District

Political Action Committee and 501(c)4 social welfare organization that support state legislative officials and candidates

San Francisco, CA (remote)

Program Manager; Program Associate

2021 - 2022

- Facilitated the production of organization-wide impact report, utilizing qualitative and quantitative data to evaluate the incremental effects of voter contact methods, fundraising campaigns, and leadership development programs
- Moderated panel discussions with distinguished nonprofit leaders in 8 virtual events that drew audiences of 200+
- Developed and executed leadership development program that coached state legislators representing 26 states
- Analyzed election data in 1,200+ districts to determine the most strategically important campaigns to invest funds

Field Manager

2020 - 2021

- Coordinated fundraising activities for 15 campaigns, leading to a cumulative \$950k raised through virtual events, direct solicitation from philanthropic donors, and the training of 50k+ remote volunteers in fundraising methods
- Advised 15 campaigns on voter contact optimization strategies and tactics for increasing campaign cost efficiency

Morris County Democratic Committee

Political party organization that raises funds, trains volunteers and runs campaigns for local, state and federal candidates

Morristown, NJ

Political Director

2018 - 2020

- Headed strategic planning to select and manage priority campaigns. Spearheaded campaign budgeting, election data analysis, and candidate recruitment and training, leading to a 56% win rate among targeted candidates
- Built expected voter models to make fundraising and budget allocation recommendations to the Executive Board
- Worked with Congressional and gubernatorial senior staff to cut total campaign costs by identifying synergies
- Hired, trained and supervised a team of 3 seasonal employees, 25 interns, and over 1k volunteers to engage voters, increasing Democratic general election turnout by an average of 72% in 2018 and 2019

VOLUNTEER AND EXTRACURRICULAR EXPERIENCE

Morris County Young Democrats

President, Vice-President

Morris Plains, NJ

2018 - 2022

- Chaired meetings and led community engagement efforts, leading to 25% increase in membership over 3 years
- Initiated digital marketing and direct donor engagement programs that doubled annual fundraising

The Pillar

Editor-in-Chief, Design Editor, Entertainment Editor

Madison, NJ

2014 - 2018

- Led a team of 9 writers and editors including managing publication schedule, leading meetings, spearheading content strategy, reviewing and fact-checking content, and shaped paper and website layout and design