

RYAN ZEPEDA

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EDUCATION

Stanford Graduate School of Business, Palo Alto, CA

September 2022 - Present

Texas A&M University, College Station, TX

August 2015 - May 2019

BBA in Business Honors and Finance; Minors in Economics and Sociology; Summa Cum Laude

100% of education fully funded via scholarships, part-time employment (20+ hours per week), and internships

- **GPA:** 4.0/4.0; **GMAT:** 740; **SAT** 2360; **ACT** 35
- **Activities:** Mays Business Strategic Plan Guiding Coalition, Business Fellows Chief of Staff, Titans of Investing
- **Honors:** Phi Kappa Phi Honor Society Outstanding Junior (top Mays Business junior - class of ~1,200), Gathright Scholar (top Mays Business sophomore), National Merit Winner, National Hispanic Recognition Program Scholar
- **Select coursework:** Valuation; Poverty, Inequality, and Social Policy; Latinx Immigration; Racial / Ethnic Relations

University of Notre Dame, College of Arts and Letters, South Bend, Indiana

July 2014

Global Leadership Seminar Scholar

- Explored global topics including ethnic and religious conflict, generational poverty, human rights, and climate change
- Studied historical failure to attain 'justpeace' via confluence of structural, physical, psychological, and cultural factors

PROFESSIONAL EXPERIENCE

X - the moonshot factory, Mountain View, CA

March 2022 - August 2022

Product Management & Strategy Extern, Project Taara (wireless optical communication)

- Informed design and features (e.g., bandwidth, range, price point, size) for next-gen product (unreleased) to expand fast, affordable internet to the unconnected; learnings stemmed from customer feedback, internal data, and third-party research
- Led effort to redefine future value chain configuration, including target business model, margin profile, make-buy strategy, manufacturing footprint, distribution network, and deployment process; guided 2023 project plan of record

Bain & Company, Austin, TX

August 2019 - August 2022

Consultant - Rated in top category "Consistently Outperforms" (top <5%) in most recent three review cycles; early promotion

Mark Gottfredson Leadership Award Finalist (1 of 8; ~700 EE in TX) - Awarded annually to best demonstrated leader in TX

Select Leadership - Rated 'Role Model' for both exceptional contributions to office and alignment to Bain operating principles

- Supervisory Experience - managed day-to-day deliverables and professional development for 8 distinct direct reports
- BEL Program Lead - plan and facilitate week-long sophomore diversity recruiting program for ~20 undergrad students
- LATBA AC Recruiting Lead - lead Latinx recruitment for TX; hired largest class in office history (15 undergrads)

General Practice (GP)

- Led analysis and advised clients on projects at intersection of public and private sectors: oil & gas energy transition; smart transportation merger integration; and aerospace & defense performance improvement. Select results include:
 - Developed portfolio model to evaluate emissions vs financial tradeoffs and inform environmental commitments
 - Defined op model for 1,000+ member employee base in collaboration with C-Suite, yielding \$10M savings
 - Streamlined design and engineering processes to achieve \$260M savings, alleviating taxpayer burden per jet
 - Redesigned global bid and proposal process to reduce cost by \$80M, accelerate delivery, and improve win rates

Private Equity Group (PEG)

- Supported 10 commercial due diligences, advising private equity clients on both buy-side and post-acquisition deals
- Prepared 5 served market and/or revenue demand models (incl. COVID effects), executed 2 surveys, and conducted 200+ primary interviews across industries (e.g., EV batteries, luxury OOH advertising, 5G fiber cable, and CPG packaging)

Entrepreneurship and Empowerment in South Africa (UWC), Cape Town, SA

June 2017 - July 2017

Small Business Consultant

- Consulted for 2 businesses owned by disadvantaged entrepreneurs in collaboration with 3 South African students
- Implemented place-based solutions leveraging local resources to achieve outcomes promoting upward social mobility

'Middle Ground' Undergraduate Course, College Station, TX

August 2016 - December 2017

Instructor

- Designed credit-bearing curriculum, delivered lectures, and facilitated discussion to achieve target learning outcomes
- Deliverables included Odyssey plans, 'one-day' business plans, six-word stories, and Big Hairy Audacious Goals

PERSONAL

Community Involvement: Providence Church, Mobile Loaves and Fishes volunteer, certified voter registrar

Interests: Mentorship & teaching, financial generosity, high school / college athletics, Christianity & work, Tex-Mex & BBQ