

# Sam Vaughn

Stanford, CA | (205) 516-5881 | vaughnsamuele@gmail.com | <https://www.linkedin.com/in/samvaughn1/>

## EDUCATION

---

**Stanford Graduate School of Business** | Stanford, CA

**September 2025 - Current**

*Master of Business Administration (MBA), Class of 2027*

**Vanderbilt University** | Nashville, TN

**August 2017 - May 2021**

*Bachelor of Science, Human and Organizational Development Major*

- Minors (2): Business; General Music; GPA: 3.8/4.0; Dean's List from 2018-2021

## WORK EXPERIENCE

---

**birddogs** | New York, NY

*Chief Financial Officer & Head of Finance*

**January 2024 - July 2025**

- Increased annual profitability by \$1M by streamlining returns operations, reducing annual returns expenses by \$600k, and conducting an AB test that improved product margins by \$450k
- Discovered and resolved a \$2M sales tax liability with New York State, negotiating a settlement of ~\$400k, implementing a comprehensive sales tax registration across all 50 states, and averting bankruptcy
- Negotiated key contracts and optimized logistics, resulting in \$190k in annual savings and reduced freight costs by 15%
- Secured \$9M in financing to invest in three new product lines that have increased top-line growth by 20%
- Led a strategic overhaul of COGS reporting by rectifying historical inaccuracies and improving processes, safeguarding \$9M in bank loans and strengthening lender confidence

*Head of Specialty Wholesale and NCAA Licensing*

**October 2023 - January 2024**

- Designed a comprehensive market entry strategy for a new distribution channel and led a department of four salespeople to generate \$12M in accretive revenue annually
- Built out new revenue vertical with 20% margins by developing partnerships with 20+ NCAA schools and creating college-branded apparel, overseeing the product design, marketing, finance, and supply chain for the process

**Boston Consulting Group (BCG)** | New York, NY

**April 2022 - October 2023**

*Associate*

- Conducted seven due diligence analyses and built four market models for leading private equity firms, including identifying growth opportunities and cost-saving programs that increased a target's EBITDA by 32%
- Led a rationalization initiative for an online payments company and restructured the platforms into a modernized target state, resulting in a 17% reduction in operating costs and a 14% improvement in customer satisfaction
- Developed reduction strategies for large public transit system with contractual levers, creating \$100M of value over 10 years
- Spearheaded a digital transformation for a governmental health agency by creating metrics and interactive dashboards for each team, leading to increased workload and performance efficiency of 17%

**Cambridge Associates** | Arlington, VA

**July 2021 - April 2022**

*Investment Analyst*

- Managed >\$3.4B in hedge fund programs, generating average annual portfolio returns 1.5% above the benchmark index
- Produced 10+ due diligence reports and manager recommendations every week across 11 investment portfolios
- Proposed an innovative quantitative approach to hedge fund analysis that was implemented by four investment directors
- Constructed quantitative models in Excel and created weekly deliverables and actionable investment insights for institutional client portfolios, presenting final recommendations in front of 19 investment committees

## SKILLS AND INTERESTS

---

- **Technical Skills:** Microsoft Excel, PowerPoint, Tableau, Alteryx, Power BI, SQL, R, Python
- **Languages:** English (Native), Latin (Advanced), Ancient Greek (Intermediate), and Spanish (Elementary)
- **Music:** Seven-time winner of State Piano Competition (2011-2017); featured performer at venues, including Carnegie Hall
- **Extracurriculars:** Classical piano, intramural football and basketball, chess, volunteering with kids, fan of Chicago Bears and OKC Thunder