

Curriculum Vitae - Samir Faza

Age: 31

Nationality: U.S. Citizen

LinkedIn: www.linkedin.com/in/samirfaza

Website: www.samirfaza.org

PROFILE

Transitioning from a career in management consulting, I've always been captivated by how human-centered design and technology intersect to create better outcomes. My journey has now led me to Copenhagen, Denmark, with aspirations to contribute as an innovative strategist, pushing boundaries and fostering positive change.

Ultimately, I'm a life-long learner who's used my curiosity about our planet and humanity to guide my journey and will continue to do my part in driving societal sustainability and planetary wellbeing.



EDUCATION

2020 – 2022 **Master of Business Administration**, Yale University, New Haven, CT USA

- *Relevant coursework (w/ academic distinction):* Competitive Strategy, Behavioral Economics, Managing Groups & Teams, Basics of Accounting, Modeling Managerial Decisions, Competitor, Investor, Intro to Negotiation, The Workforce
- *Activities:* Leader of Design and Innovation Club; active member of Consulting and Social Impact Clubs

2011 – 2015 **Bachelor of Arts** in Social Studies, Harvard University, Cambridge, MA USA

- *Concentration & relevant coursework:* Social Studies is a liberal arts honors concentration covering the fields of economics, philosophy, and government; concentration included relevant coursework in Innovation and Entrepreneurship (HBS), Leadership and Organization (HBS), Organization: Practicing Democracy, Theory of Organizational Behavior, Micro & Macro Economics
- *Honors thesis:* "Followership: Reversing the Lens of Leadership Development at Harvard Business School," attempted to apply human behavior frameworks to the case method at HBS to better understand how the roles of followers are defined
- *Activities:* Co-Captain and Co-Founder of Harvard Triathlon Team, Financial Chair of Harvard's Drug and Alcohol Peer Advisors, and research assistant to several HBS faculty members

PROFESSIONAL EXPERIENCE

2022 – 2023 **Consultant**, Boston Consulting Group, Los Angeles, CA USA

- Mastered the use of sophisticated data analysis tools (e.g., Excel, STATA) and cutting-edge visualization software (e.g., Tableau) to process and interpret complex datasets, which enabled the formulation of informed development strategies and the delivery of clear, actionable insights to stakeholders
- Developed high-level strategic initiatives in collaboration with global corporations and executive leadership teams by meticulously analyzing and optimizing diverse business practices
- Crafted influential narratives and collaborated closely with BCG's upper management to design and implement robust strategic business plans, significantly contributing to the firm's growth trajectory

2021 **Summer Associate**, Innosight Strategy & Innovation at Huron, Lexington, MA USA

- Engineered a comprehensive growth strategy for a top-tier multinational life sciences company, focusing on expanding their oncology market presence; outlined a detailed market penetration plan and established critical decision milestones, shaping the product lifecycle strategy up to 2030 and beyond
- Executed an extensive evaluation of the oncology treatment market, analyzing prevailing trends and synthesizing insights from healthcare experts to identify optimal market entry strategies
- Conducted subject matter expert interviews to anticipate advancements in oncology treatments, assessing the prospective impacts of AI and machine learning integration to ensure that the company's product offerings remained at the cutting edge of medical innovation

2018 – 2020 **Community Economic Development Consultant**, Peace Corps, Ozurgeti, Republic of Georgia

Impact on community in partnership with local NGO:

- Led cross-functional teams of up to seven in strategizing and executing nine high-impact community projects, with the flagship initiative directing approximately 300K Euros over three years, grounded in extensive community needs analysis involving over 200 interviews
- Procured approximately 20K USD in funding from the Europe Foundation to transform a social enterprise café, resulting in a 35% profitability increase within one year through the introduction of an innovative business model and comprehensive marketing strategy

Impact on Peace Corps Georgia's mission:

- Elected by peers as head of Volunteer Advisory Committee; redesigned committee's organizational structure, enhancing operational efficiency and led a diverse team to execute quarterly objectives
- Appointed by Peace Corps staff to serve as a mental and emotional health resource for over 100 volunteers, reinforced by specialized training in workplace diversity, inclusivity, and racial sensitivity

2017 **Creative Services Coordinator**, NBCUniversal, Universal City, CA USA

- In collaboration with the VP of Creative Services and International Marketing, executed a strategic initiative to systematize over 10,000 media assets following DreamWorks' acquisition, enhancing asset availability and cross-departmental workflow efficiency
- Designed and engineered a comprehensive asset matrix adopted by various marketing and sales teams, providing a robust tracking mechanism that underpinned the success of a six-month integration project

OTHER EXPERIENCE

2015 – Present **Admissions Interviewer**, Harvard College, Cambridge, MA USA

- Interview 3-5 students / year for admission to Harvard College

2016 – 2017 **Farmer**, World Wide Opportunities on Organic Farms, New Zealand

- Lived and worked with 22 different families on their farms across New Zealand

2016 **Officer Candidate**, United States Marine Corps, Quantico, VA USA

- Participated in a 10-week commissioning program for Marine Corps officers

LANGUAGES

English: Native

Arabic, Georgian: Professional working proficiency

Danish: Beginner

IT

Professional working experience and proficiency in the following:

Microsoft Office Suite: Excel, OneNote, Outlook, PowerPoint, Project, & Word

Google Suite: Docs, Sheets, & Slides

Adobe Suite: Acrobat, Photoshop, Illustrator, & InDesign

Data Visualization and Analysis: Microsoft Power BI, Python, STATA, & Tableau

Project Management Tools: Jira & Trello

Customer Relationship Management (CRM): Salesforce, Microsoft Dynamics 365

INTERESTS

In my free time, I often explore the great outdoors with my partner and our dog, delve into a good book, or host friends for dinner! I'm also a lover of movies with my recent favorites being *The Holdovers* & *Poor Things*.

REFERENCES

Available on request.