

DANIEL M. ZUCKERMAN

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PROFESSIONAL EXPERIENCE

Zearn, Inc., Product Manager (2014-2016)

New York, NY

- Zearn delivers world-class elementary math through personalized digital lessons & deep teacher partnership
- Managing fluency product suite, shipped ~10 rigorous, user-tested, engaging student activities per year; simultaneously drove the development of tailored Kindergarten product and redesign of teacher-facing site
- Led product team of analysts, associates, engineers and designers; established test-and-learn and agile methods
- Oversaw design, build, test, launch and marketing of highly-rated multiplication practice iOS game “Impoppable”

Bain & Company, Senior Associate Consultant (2011-2014)

San Francisco, CA

- Offered early direct promotion to Consultant; received top performance rating possible in every review period
- Experience across industries and capabilities, with particular depth in technology trends and consumer insights

SAMPLE CASE EXPERIENCE

Vision and Strategy for KIPP Foundation CEO and Board: led analysis of student results, diagnosis of key opportunities, and plan to improve outcomes while doubling students served from 50k to 100k by 2020

Full Potential Strategy for global payments company: built consumer segmentation and insights that drove revamped board-level strategy, then rolled out company-wide with VP of Customer Strategy

Operations Excellence for large telecom company: drove location strategy, with detailed implementation plan and 10% realized savings; at client's request, extended as 1-person team to drive implementation for largest BU

Plant Productivity Improvement for food manufacturing company: VP of Ops endorsed cost reduction plan to the Board of Directors, achieving 15% savings through internal benchmarking and plant-specific evaluations

IT Investment Strategy for financial services company: created technology investment roadmap to support business capabilities and priorities; crafted ‘vision vignettes’ to illuminate future state of technology in banking

Inspire, Inc., Pro-bono consultant (2012-2014)

New Incentives: developed first fundraising & outreach strategy; now supported by Good Ventures and GiveWell

Juma Ventures: built revenue prediction and expansion planning model for youth development organization

EDUCATION

Stanford University, Bachelor of Arts (June 2011)

Stanford, CA

- **Major:** Political Science (concentration in Political Philosophy) **Minor:** Economics **GPA:** 3.8
- **Additional coursework:** Ethics, Computer Science, Calculus, Creative Writing, Written and Oral Rhetoric
- **Stanford Political Union, Chair:** organized, marketed, moderated non-partisan issue debates for the student body
- **Stanford Club Baseball, President:** elected by peers to manage roster, coaching, finances and affiliations
- **Club Sports Executive Committee, VSO Liaison:** led restructuring of club teams to improve financial accountability

ADDITIONAL EXPERIENCES, SKILLS AND INTERESTS

Education: particular interest in cognitive development (psychology, neurology, sociology) and civic education

International: conversational Spanish; studied in Madrid; lived 13 months on a sailboat in Europe 2002-2003

Technology: consumer tech enthusiast; expert in MS Office; some experience in Java, Sketch, Adobe Suite, SPSS, Unity

Journalism: editor-in-chief at “Coat of Arms” (high school newspaper); media relations intern at University of Hawaii

Public Policy: year-long intern on Westly for Governor campaign; policy intern at medical tech startup Medinexus

Sales: top west coast salesman for Vector Marketing (Cutco) during brief 3-week pre-college stint

Investing: analyzed asset class mix & commodities as intern at Regis Management, adding several funds to portfolio

Sports: founded and ran “Fun with Baseball” summer camp as first job at 13; multimedia intern at MLB Advanced Media and operations intern/event manager at Stanford Athletic Department; fan of all Bay Area teams