

DANNY ZUCKERMAN

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PROFESSIONAL EXPERIENCE

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

New York, NY

- [Zearn](#) delivers world-class math education through personalized digital lessons and deep teacher partnerships
- Key role growing Zearn from 12 to 50 FTE and 0 to ~2 MM active users with high engagement and impact metrics
- Managed associates, analysts, engineers, designers, instructors; typically teams of 2-6 direct + indirect reports
- Built and established key capabilities: agile methods, test-&-learn processes, standard reviews, metric-trackings
- Active in recruiting, growth, marketing, support, branding, production, org design, contractor management

SAMPLE PRODUCT DELIVERIES

- Shipped ~10 new products/yr managing fluency product suite, with rigorous testing and iteration cycles for each
- Oversaw new Kindergarten product, including full redesign of teacher and school portals and overall site navigation
- Created, with CTO, new adaptive logic for student activity feed; used user feedback and data to fully revamp for v2.0
- Led all aspects of highly-rated iOS game "[Impoppable](#)," including design, build, test, launch and marketing

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

San Francisco, CA

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

SAMPLE CASE EXPERIENCE

2020 Vision and Strategy for KIPP Foundation CEO and Board: led diagnosis of historical outcomes and top opportunities to improve results while doubling students served; recommendations formed basis for new strategy
Full Potential Strategy for global payments company: built consumer segmentation and insights that drove revamped board-level strategy, then began company-wide rollout & implementation with VP of Customer Strategy
Operations Excellence for large telecom company: drove location strategy, with detailed execution plan and 10% realized savings; at client's request, personally extended 2.5 months as 1-person team to implement for largest BU
Productivity Improvement for food manufacturing company: created cost reduction plan endorsed by VP of Ops to Board of Directors, achieving 15% savings via system-wide benchmarking and plant-specific evaluations
IT Strategy for large bank: created tech investment roadmap & vision stories to support top business priorities

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 (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
- **Club Baseball, President:** elected by peers to lead the team, managing roster, coaching, finances and affiliations
- **Club Sports Executive Committee, VSO Liaison:** led restructuring of club teams to improve financial accountability

ADDITIONAL SKILLS, EXPERIENCES, AND INTERESTS

Technology: expert in MS Office, experience in SPSS, Sketch, Unity, Adobe, Java; closely follow tech trends and industry
Travel: conversational Spanish; 8 mo. in Asia/Africa ('16-17), studied in Madrid ('09), 1 yr on sailboat w/ family ('02-03)
Civic culture: Westly for Governor campaign intern ('05-06); regular writing on civic issues and engagement
Journalism: media relations intern at UH (summer '08), editor-in-chief of high school newspaper ('06-07)
Education: particular interest in civic education and cognitive development (psychology, neurology, sociology)
Athletics: operations intern/event manager at Stanford Athletic Department (summer '09), media intern at MLB Advanced Media (summer '06), founded "Fun with Baseball" camp at 13 (summer '04); fan of all Bay Area pro teams
Investing: investment intern at Regis Management (summer '10) analyzing macro trends and diversification strategies
Sales: top west coast salesman for Vector Marketing (summer '07)