

KRISTINE SHAHBAZYAN

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EDUCATION

University of California, Berkeley

Expected Graduation: May 2026

B.S. Business Administration, B.A. Cognitive Science, Minor in Data Science, College of Engineering SCET Certificate

GPA: 3.714/4.0

Awards/Honors: UC Berkeley Merit Scholarship, California Scholarship Federation Award, LAUSD Dean's List

PROFESSIONAL EXPERIENCE

Starta Ventures

New York City, NY

Venture Capital Associate

Jul 2023 – Present

- Performed comprehensive assessments on 6 potential investments, analyzing market trends, financial viability, and competitive landscape
- Collaborated closely with startup founders, providing strategic and operational support to drive business growth and optimize efficiency
- Sourced 12 investment opportunities, leveraged industry connections, and conducted market research to identify potential startups

Otterz

San Francisco, CA

Product Management Intern

May 2023 – Present

- Showcased meticulous attention to detail and commitment to seamless user experiences through Jira-driven issue tracking and resolution
- Utilized Quantalitics to develop and improve Net Promoter Score (NPS) for Otterz's website and app, resulting in an 11% increased score
- Collaborated cross-functionally with data analysts and product managers to implement features that align with data collection regulations

OurCo

New York, NY

Product Management Intern

Mar 2023 – Jul 2023

- Utilized Figma to revamp Ourcos' mobile and web platforms, resulting in improvements in user acquisition and retention rates by 25%
- Conducted 32 user interviews, leveraging design principles and research, to identify specific pain points related to the customer experience
- Revitalized Ourcos' market position, igniting user engagement, amplifying conversions, and driving substantial customer acquisition

Lvl Up Ventures

Los Angeles, CA

Venture Capital Scout

Nov 2022 – Jul 2023

- Identified and presented 15 highly-vetted investment opportunities to the team of Pre-Seed to Series A venture capital firm for investment
- Demonstrated organizational skills by efficiently scheduling and managing 5 qualified submissions, resulting in a notable increase in leads
- Developed and implemented a robust partner outreach strategy to engage with startups of interest for the firm's accelerator program

Dhawan Medical Innovations

Berkeley, CA

Finance and Business Operations Intern

Aug 2022 – Dec 2022

- Conducted 12 thorough research reports on cancer treatment processes, unveiling key market trends and aiding informed decision-making
- Identified and assessed 6 critical competitors, employing a rigorous analytical approach to strengthen the firm's edge within the market
- Orchestrated seamless cross-functional collaboration between Business Strategy, Finance, and Clinical teams, optimizing product growth
- Devised user maps and interfaces, ensuring compliance with the FDA and expediting the path to accelerated FDA approval and launch

Fiveable

Los Angeles, CA

Digital Engagement Intern

May 2020 – Aug 2020

- Implemented a comprehensive content strategy by designing and producing over 20 Instagram and Twitter content renderings for Gen Z
- Leveraged feedback, collected data to inform key product enhancements, and ensured alignment with the needs of the target audience

LEADERSHIP AND EXTRACURRICULARS

Haas Business School Association (HBSA)

Berkeley, CA

SOAC (Student Organization Advisory Committee) Associate and Haas Student Organization (HSO) Liaison

Aug 2022 – Present

- Developed 5 partnerships with Berkeley's consulting and finance organizations to increase access to financial resources for clubs & HSOs
- Proposed and organized Berkeley Haas' School of Business's first sustainability-focused community cleanup on the UC Berkeley campus
- Contacted 46 Fortune 500 and technology companies to plan events and request donations to fund both the Haas community and clubs

Middle Eastern Business Association (MEBA)

Berkeley, CA

Social Chair (Internal Committee)

Aug 2022 – Present

- Organized 6 engaging events aimed at promoting professional development and career skills tailored to support Middle Eastern students
- Effectively orchestrated 4 networking events, bringing together a gathering of over 150+ students, in order to foster a vibrant community

Armenian Students Association (ASA)

Berkeley, CA

Finance Representative

Aug 2022 – Present

- Created a budget with a financial plan, including liabilities, assets, and surplus calculations in order to support student events/programs
- Fundraised over \$5,000+ in revenue, collected and adeptly managed membership dues, and achieved a 37% growth in membership

SKILLS AND INTERESTS

Skills: Figma, Jira, Scrum & Agile proficiency, UI/UX Design, Canva, Microsoft Office, Customer Service, Communication, Data Analysis

Interests: R&B music, International Foods, Fashion, Volunteering, Volleyball, Traveling, Cooking, Fragrances, Skincare, Hiking, Lattes