

# JONATHAN LUI

4815 11<sup>TH</sup> Street, #PH12E | Long Island City, NY 11101  
Tel: 972-740-3615 | E-mail: jkl464@stern.nyu.edu

## EDUCATION

---

**NEW YORK UNIVERSITY, Leonard N. Stern School of Business**

**New York, NY**

*Master of Business Administration*

*May 2019*

*Specialization(s) in Strategy, Marketing, Finance*

- Member, Management Consulting Association
- Co-Founder, Stern Investment Club

**CORNELL UNIVERSITY, College of Engineering**

**Ithaca, NY**

*Bachelor of Science in Operations Research and Industrial Engineering*

*June 2010*

## EXPERIENCE

---

**THE CENTER FOR ADVANCING INNOVATION, INC.**

**New York, NY**

*Managing Consultant*

*2016 - Present*

- Implemented a product development and marketing strategy, increasing the client's transaction frequency and revenue stream by 30% across its core product offerings
- Led business development to grow a client's strategic partnership with 150 healthcare and industry partners
- Collaborated with management team to execute strategic partnerships and manage relationships with firm partners
- Trained cross-functional 20-member team to conduct market research, competitive analysis, and data analysis
- Pitched project proposals to C-Level client partners, securing several multi-year contracts amounting to \$2M
- Developed financial models, valuations, and exit pro formas for \$10-100M investment scenarios for various industries (Life Sciences, Healthcare, Technology)
- Managed a technology startup accelerator, leading the project management and monthly performance for 80+ startups
- Provided quarterly reviews discussing professional goals, successes, and improvement areas for direct reports

*Senior Consultant*

*2012 - 2016*

- Developed 5-year, 1-year and 90-day plan product marketing strategies to the management of 5 federal divisions
- Performed a due diligence and sourcing strategy of over 4,000 technologies, optimizing the investment and product sales of each product category and cutting client portfolio costs by 50%
- Executed RFI/RFP proposals by preparing business cases and outlining scopes of work to acquire contract services
- Conducted economic analysis across states reviewing labor, innovation, GDP growth, investments, and firm metrics
- Repositioned data management offerings, prioritized R&D projects, and streamlined workflow processes for a bioinformatics company to decrease project turnaround by 20% and improve monthly project execution by 30%
- Implemented new organizational structure based on quantitative assessments and interviews with leadership and software development teams for a client division
- Oversaw recruitment and hiring processes for intern, analyst, and associate positions

**RHT CONSULTING**

**New York, NY**

*Consultant*

*2010 - 2012*

- Delivered a commercial expansion strategy to identify new market segments and optimal product mix through primary and secondary research for a biotechnology organization
- Performed capabilities and operational assessments, outlining inefficiencies and recommendations for technology and process management
- Designed a performance framework tool to evaluate the efficiency and ROI of product management processes; benchmarked the practices of more than 150 organizations using this model
- Liaised with stakeholders and KOLs to complete analysis on development opportunities for industry R&D leaders
- Contributed models for a whitepaper on industry growth drivers showcasing a potential economic impact of \$500B
- Collaborated with internal and client teams to build consensus on bootstrapping models for three core products
- Supported management team with financial models and associated roadshow documents to support fund raising for an early stage life sciences company

## ADDITIONAL INFORMATION

---

- *Founder Institute New York:* Led monthly startup events for future founders, increasing program enrollment
- *NY Tech Meetup:* Active member and contributor to NY Tech community
- *Proficient in* Advanced Excel Modeling, Slide Deck Presentation, Due Diligence and Analysis, Partnership Strategy
- *Interests include* golf, cooking, and traveling