

# Tanner Hauck

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## EDUCATION

- Experience Lab at University of Pennsylvania**, *Certificate in Business Development & Sales* **December 2022**
- Develop and manage an effective sales funnel, from top to bottom and engage in prospecting activities to fill top of the funnel
  - Develop key metrics to measure progress and drive results and report on sales activity to influence and respond to evolving business strategy + created customer profiles to understand audience and to develop more valuable messaging
- Arizona State University**, *B.S. Business Entrepreneurship, Magna Cum Laude* **Spring 2022**
- Awarded 15 academic honors and scholarships (list available upon request) GPA: 3.60
  - Barrett, the Honors College student, Minor in Design Studies, Certificates in Cross-Sector Leadership and Intl. Business
- CIEE Study Abroad**, *Sydney, Australia & Rio De Janeiro, Brazil* **Spring 2020**
- Student Representative Council Member
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## WORK EXPERIENCE

- Associate, Silicon Valley Bank – San Francisco, CA** **Start January 2023**
- Two year leadership development program coupling heavy technical training with real life experience supporting various teams (FinTech, Life Sciences, Climate Tech, Enterprise Software), markets, and geographies
  - Perform credit risk assessment, financial analysis, loan portfolio management and client management uniquely tailored to both rapidly growing startups and public companies
- Business Development & Sales Intern, UpSmith – Dallas, TX** **September 2022 – December 2022**
- Research target markets to identify unmet demand for skilled labor and qualify companies based on partnership criteria
  - Build out a customer relationship management (CRM) system to track qualified prospects and drive outreach by mapping key points of contact and engagement approaches
- Legislative Research & Policy Intern, Arizona House of Representatives – Phoenix, AZ** **January 2022 – May 2022**
- Researched and analyzed cryptocurrency, blockchain, and defi legislation trends across the United States and designed an easy to understand legislative guide for legislators on the Commerce Committee to reference
  - Conducted bill research, collaborated with stakeholders, wrote bill summaries, and provided analysis and recommendation on current and proposed policy for Arizona Legislators on the Commerce and Government & Elections Committees
- Acquisition Analyst Intern, IndustryPro – Chandler, AZ** **August 2021 – May 2022**
- Prospected 500+ software companies weekly using a dozen unique qualifiers and characteristics using Microsoft Excel and requiring familiarity with commercial data and analytics platforms
  - Developed understanding of the broader SaaS industry to provide higher quality prospects
  - Managed six interns and designed feedback loops and prospecting reference guides to increase submission quality
- Finance Intern, State of Arizona School Facilities Board – Phoenix, AZ** **August 2021 – December 2021**
- Communicated with education and government professionals to process new building grant requests for Arizona public and charter schools, conditionally approving over \$25M+
- Congressional Intern, U.S. Senate – Washington D.C.** **June 2021 – July 2021**
- Handled daily inbound constituent calls, varying in topic and tone, with a high degree of professionalism demonstrating strong communication and interpersonal skills
  - Developed copywriting skills and drafted text outlining complex changes in Advanced Child Tax Credits in simple terms to constituents in South Dakota
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## LEADERSHIP EXPERIENCE

- Collaborative Thesis Program, Intel – Tempe, AZ** **August 2020 – April 2021**
- Worked with Intel department managers and project controls to research, develop, and design a tiered proposition for market expansion in the digital education realm with supporting financial analysis and predictive modeling
  - Spent nine months researching new and innovative applications for interactive flat panel displays across multiple markets
- Undergraduate Student Government Senator, W.P. Carey School of Business – Tempe, AZ** **August 2020 – May 2021**
- Assessed organizational funding needs and independently dispersed nearly one million dollars in funding
  - Identified and developed new student service opportunities - implemented touchless pay across campus during COVID-19, brought a professional headshot booth to campus, and initiated process to get epi-pens installed in dining hall across campus
- Next Generation Service Corps Scholarship Program Fellow – Tempe, AZ** **August 2017 – May 2021**
- Active participant in the 4-year flagship scholarship program by attending educational events, taking courses, and completing internships in the public, private, and non-profit sectors
  - Curated educational material for children to access at summer camps in Northern Arizona for ASU EdTech Start-Up SolarSPELL
  - Completed semester long project for JP Morgan creating a funnel program encouraging students to pursue careers in STEM
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**SKILLS:** LMS Software / CRM Software / SEO / Adobe Creative Suite / Microsoft Office Suite / Design Thinking