Aram Soukiasian, MBA

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PROFESSIONAL EXPERIENCE

ODDS-ON VC; Boston, MA   August 2023 – Present

Venture Analyst | Assessed market research to evaluate early-stage tech startup investment opportunities.

- Conducted due diligence by testing product hypotheses, reviewing business plans, and performed analysis through deep industry research and applying Porter's Five Forces and SWOT analysis to assess competitive dynamics.
- Developed financial models detailing sensitivity analysis, revenue forecasts, expense projections, and cash flow analysis of potential portfolio companies.
- Identified compelling opportunities and prepared presentations to drive investment decisions to firm partners.

INNOVATION LAB BOSTON UNIVERSITY; Boston, MA   May 2022 – May 2023

Internal IT Consultant | Spearheaded Innovation Center internal IT infrastructure modernization projects.

- Led customer stakeholder interviews, identified internal consumer pain points within the internal IT workflows, and provided user-scentric solutions to reduce manual working hours by up to 85%.
- Oversaw a team of 5 graduate students for a project that resulted in building out the client relations management (CRM) database, essential for enhancing academic value for students and partners working on startups.
- Formed strategies that led to a 40% increase in student participation across the innovation lab, through analyzing data and defining key performance indicators (KPIs), improving the national rank of the university lab by 8 spots.

DIRECT IT; Boston, MA   July 2017 to July 2021

IT Solutions Engineer| Designed and managed IT solutions for businesses, ranging from startups to Fortune 500 companies.

- Managed an agile team of 5 reducing average annual costs by 45% to design and optimize cloud computing solutions.
- Directed SharePoint migrations ensuring 100% functionality within a dedicated budget, while managing project timelines.
- Communicated business requirements to engineers and led AWS system optimization efforts to increase 100% uptime
- Created and executed product roadmaps resulting in year-over-year revenue growth aligned with business objectives.
- Facilitated direct communication between senior stakeholders and engineers to construct budget-conscious Cloud Systems that improved performance for local and remote employees nationwide.
- Expertly managing multiple projects through meticulous documentation processes, ensuring accuracy and promoting collaborative communication, with a detail-oriented approach, technological proficiency, and a commitment to quality assurance for streamlined operations and successful project outcomes.
- Conducted regular technical check-ins with business units, fostering proactive communication and ensuring alignment with evolving technical requirements and business objectives.
- Provided comprehensive support for standard and custom deployments, ensuring seamless integration and optimal performance for diverse client environments.

TEMPLE UNIVERSITY; Philadelphia, PA   August 2016 to May 2017

Software Developer Intern | Collaborated as part of a 5-person agile team to build a mobile application using Agile

- Led stakeholder interviews to identify customer business needs and communicate requirements to Engineering and User Experience teams to design and develop a new product.
- Utilized an Object-Oriented Software Development Lifecycle (SDLC) approach including Unified Modeling Language (UML) tools such as Activity Diagrams, Use Cases, and User Stories to assess core functionality.
- Developed a full stack application resulting in 90% increase in course approval rate university-wide.

EDUCATION

Master of Business Administration   May 2023
Boston University Questrom School of Business; Boston, MA

- Graduate Teaching Assistance: Entrepreneurship (Graduate Students), Catalyst Program
- Professional Certifications: ICORP Certificate in Customer Discovery

Bachelor of Science in Information Systems and Technology   May 2017
Temple University College of Science and Technology; Philadelphia, PA

- Co-founder and Captain, Temple University Club Wrestling
- Co-founder and Treasurer, Armenian Students Club

ADDITIONAL INFORMATION

Tech: Clouding Computing Platforms including Google Cloud, AWS Cloud Solutions (S3, EC2, RDS), and Microsoft Azure. Java, C#, SQL, Python, MongoDB, VMWare, Github, React.JS, Node.JS, Jira, Software Design, Distributed Systems, Miro, RESTful APIs
Skills: Financial Modeling, Valuation, Due diligence, Proven ability to conduct market research and competitive analysis