

# IGNACIO GALIANA RUIZ DE ADANA

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## EXPERIENCE

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**Bain & Company** – San Francisco

February 2023 - now

*Associate Consultant*

- 10+ Commercial due diligence in tech growth companies (e.g., fintech, quick e-commerce, practice management software)
- Transformation diagnosis of GTM team for a Big Tech Company

**Palm Tree** – Los Angeles, CA

Summer 2022

*M&A and Consulting Summer Intern*

- Transactions, Transitions & Transformations for Private Equity. Modeling, 3 Statement Models, DCF, LBO, QoE

**Starta VC** – New York, NY

Jan - Jun 2022

*Venture Capital Associate, Internship*

- Sourcing and supporting international early-stage tech start-ups with the potential to expand and raise funds in the US

**Daimler Group Services Madrid (Daimler Group)** - Madrid, Spain

2019 - 2021

*Big Data and Advanced Analytics Senior Consultant | Data Scientist*

- Professionalized AI systems to increase sales revenue for Mercedes-Benz Cars in 3 strategic use cases
- Created and implemented a new Machine Learning collaborative filtering algorithm with improved prediction outcome, scalability, and computing savings of 70%. Deployed in 15+ countries and contributed to an upsell of several millions of euros, 1900% ROI
- Designed an automatic KPI system to monitor sales in real-time and provided management with strategic product insights
- Developed a new micro-services infrastructure in Kubernetes and a custom Optical Character Recognition API accessible to all Daimler developers
- Built a solution to extract data from scanned invoices using OCR and custom Azure AI models in collaboration with Microsoft
- Led and managed a six-people team in an internal innovation competition. Developed an MVP with potential to substitute 25 FTE
- Presented projects' solutions/results to technical and non-technical audiences. Pitched services to prospective clients, successfully positioning the Madrid team as a reliable partner in Big Data & Analytics and achieved 4+ projects with 30+ FTE
- Instructed technical and non-technical colleagues in Big Data and Data Science principles organizing workshops for 50+ people

**University at Buffalo, SUNY - Industrial Systems and Engineering** - Buffalo, NY - *Research Assistant*

Spring 2018

**Consulate General of Spain** - Miami, FL - *Summer Intern*

Summer 2017

## EDUCATION

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**University of Southern California, Marshall School of Business** - Los Angeles, CA

December 2022

*Master of Science in Finance (STEM), Dean's List, Average grade: 3.91 GPA.*

- *Relevant Coursework:* Financial Analysis and Valuation, Venture Capital and Private Equity, Negotiations & Deal Making
- *Clubs:* Entrepreneur & Venture Management Association, High Tech Association

**Universidad Carlos III** - Madrid, Spain

July 2019

*Master of Science in Big Data Analytics, Average grade: 8.87*

**Universitat Politècnica de València** - Valencia, Spain

June 2018

*Bachelor of Engineering in Industrial Engineering, Average grade: 7.8 (ranked top 8%)*

**University at Buffalo, SUNY** - Buffalo, NY

Spring 2018

*International Exchange, Average grade: 4.0 GPA. PROMOE BANCO SANTANDER Scholarship*

## SKILLS, INTERESTS, CERTIFICATIONS

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*Languages:* Fluent in English; Native Spanish and Catalan

*Coding Skills:* Scala, Python, R, MatLab, Excel, PowerPoint

*Technologies:* Spark, DataBricks, Kubernetes, Micro-services, Restful APIs, Docker, GIT, DevOps, ADF, Azure, Bash, VMs, Agile