

# CARTER ELTZROTH

201 Governors Court, Philadelphia, PA 19146 | 202-441-4690 | celtzro@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate; Major in Real Estate*

2022-2024

- Wharton Real Estate (Board Member), Veterans (Board Member), Private Equity / Venture Capital, Fintech
- Executive Board Member Future of Cities Conference (January, 2023)

### WAKE FOREST UNIVERSITY

Winston-Salem, NC

#### *Bachelor of Arts, Major in Political Science; Minors in Economics and Middle East and South Asian Studies*

2007-2011

- American University of Cairo (Fall 2009): Studied politics, economics, formal and Egyptian Arabic. Travel in Egypt, Jordan, Syria
- Treasurer, Democracy Matters: Managed \$2500 annual budget for political advocacy group of 8 student chapter

## EXPERIENCE

### INTERLACED.IO (B2B Software Company, PE-Backed)

San Diego, CA

#### *Pre-MBA Internship, Growth Operations*

Spring, 2022

- Integrated across marketing, sales, and customer success teams to optimize internal lead process, developed standardized best practices SOP; drove increased performance metrics across business development team and secured buy-in from leadership for marketing and sales bi-weekly meetings
- Improved operation by streamlining CRM tool, automated software functions and implemented internal tiering system for leads enabling sales and marketing retargeting efforts and increasing sales outbound activity by 30%
- Conducted company's first client lifetime value analysis of 110 clients and presented findings to senior leadership; delivered pricing and expansion analysis that illuminated an opportunity to improve gross margins by 20% and informed a marketing and sales strategy which refocused efforts on high value clients and make data-driven decisions on lead generation

### U.S. NAVY – SECURITY COOPERATION

Naples, Italy

#### *Desk Officer & Assistant Atlantic Africa Engagements Branch Lead*

2019-2022

- Ranked #1 of 4. Developed U.S. maritime security strategy for 20 West African countries with consideration for existing U.S. government projects in Africa, resulting in \$4.1M of investment for force growth, training, and coastal radar infrastructure
- Spearheaded planning of maritime law enforcement in West Africa, coordinating U.S. Coast Guard, DEA, Defense Intelligence Agency, INTERPOL, and African coast guards and navies, leading to seven arrests and fines totaling \$1.2M
- Strengthened U.S. relationships with African, European, and South American allies by leading three high visibility D.O.D. and Department of State delegations across Gulf of Guinea, leading to 24 high level military and government key leader engagements
- Provided piracy and hijacking data in Gulf of Guinea to US ambassador to Equatorial Guinea shaping U.S. diplomatic strategy
- Created intelligence sharing agreements with Italian and Portuguese navies as senior U.S. Navy representative (position typically held by officer 4 years senior) for Africa strategy, while improving U.S. access to African ports

### U.S. NAVY – SURFACE WARFARE OFFICER

San Diego, CA & Everett, WA

#### *Gunnery Officer, Ordnance Officer, Assistant Operations Officer*

2014-2019

- Ranked #1 of 24. Directed 11-person watch team as Officer of the Deck in navigation of \$1.4B warship during training and deployment to South Pacific, including search and rescue operations in 2015 (Air Asia airline crash off Indonesia) and 2016 (New Zealand earthquake)
- Turned around failing weapons and explosive training program, designing and implementing processes to reduce safety incidents to 0%, increasing workplace productivity, and passing ship-wide safety inspection with above-average score on first attempt
- Oversaw training of 1,500 sailors on five warships across three locations, ensuring 100% on-time ship deployments
- Selected from seven candidates as Liaison Officer to French Navy during 2017 deployment, integrating French warship into strike group security architecture, allowing U.S. warships to patrol 15% more water-space in Arabian Gulf
- Increased tri-lateral training 20% with Japanese and Indian naval forces, managing 11 search & rescue / anti-submarine scenarios

### BOLTON POLITICAL ACTION COMMITTEE

Washington, DC

#### *Fundraising Specialist*

2014

- Led 4-person team to manage donor database and coordinate fundraising strategy for Ambassador Bolton, generating over \$7 million in donations and leading to 75% winning rate for endorsed candidates in 2014 election cycle

## ADDITIONAL INFORMATION

- **Languages:** Fluent French; Basic Arabic (2.5 years college study; 1 semester abroad)
- **Volunteer:** Rebuilding Together Philadelphia (September 2022 to Present); Service to School Ambassador (March 2021 to Present)
- **Organizations:** Urban Land Institute (Member); Zell/Lurie Real Estate Center (Student Member); Power Athlete (Coach)
- **Interests:** Traveling, wine tasting, reading (science fiction, history), marathons in the Swiss Alps, chasing my two-year-old son