

AUSTIN M. COX

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Dual Major: Entrepreneurship (E&I) & Operations (OID)

2021-2023

- GRE: 333 (top 2%); 1 of 3 awarded Wharton's Behrman Family Leadership Fellowship from 900 students
- Elected Positions: Veterans (Co-President); Sports Business (Marketing); 1st Year Student Government (Leadership)

COLUMBIA UNIVERSITY

New York, NY

Bachelor of Arts in History – Magna cum laude

2019-2021

- GPA: 3.9; accelerated degree plan and graduated with honors in under two calendar years
- Heavyweight Rowing athlete (only veteran on varsity sport); Columbia's Chapter Director on the Ivy League Veterans Council

EXPERIENCE

LEARN TO WIN

Remote

Chief of Staff / Cross-Functional Intern

Summer 2022

- Directly advised CEO, COO, CRO, and Marketing VP on top-line growth methods for commercial and defense segments
- Built new business development processes; formulated marketing strategies; codified operations and database techniques
- Pitched summer position to a pre-Series A Norwest-backed EdTech SaaS startup during a capital-dry market

PALO SANTO

Philadelphia, PA

MBA Venture Capital Intern

2021-2022

- Assisted Palo Santo and One Gun fund venture partners with quarterly, investor committee, and diligence tasks

STRATEGY&

New York, NY

Summer Associate | Deals Strategy Group

Summer 2020

- Analyzed five years of raw data to improve robotics education client volunteer retention and facilitate a 10x firm expansion
- Presented data-based youth STEM learning frameworks and initiatives to firm executives; offered full-time consultant position

51 LABS

Houston, TX & New York, NY

Project Manager | Financial Marketing Startup

Summer 2019

- Managed workflows for financial marketing startup and researched 142 investment options for \$450M private equity fund
- Systematized three marketing processes which reduced outsourced staffing costs by 15%; offered full-time position

U.S. NAVY SPECIAL OPERATIONS BOMB SQUAD

Coronado, CA

Explosive Ordnance Disposal (EOD) Supervisor

2017-2019

- Selected #1 from 42 peers to train 113 South Korean tier-one allies; awarded Joint Service Achievement Medal
- Partnered with allied leaders to start South Korean bomb defusal school; received Korean Special Letter of Commendation
- Supervised 30 days of bomb squad activities with 40+ Secret Service personnel in NYC to protect President Trump and family

Joint Special Operations Task Force Member

2017

- Defused 174 explosive devices while supporting Army and Marine combat teams against ISIS threats in the Philippines
- Designed \$1.2M communication network which expedited the freedom of 1.8K hostages; awarded Naval Achievement Medal
- Revised curriculum and certified 62 allied personnel to increase critical bomb squad capability by 160%

Team Member and Liaison

2013-2017

- Ranked #2 among 28 peers; led Navy STEM programs in Arizona for 2.3K students in underrepresented communities
- Coordinated security for 35 military and Secret Service personnel at Democratic National Convention for President Obama

DYNAMIC SWIM SERVICES

Houston, TX

Entrepreneur and Swim Instructor

2011-2013

- Founded a swimming services business as a teenager and conducted lessons for 76 beginner to triathlon level students

ADDITIONAL INFORMATION

- **Community Service:** Writer/Adviser, Next Step Inbound; Mentor, Service to School; Volunteer, EOD Warrior Foundation
- **Leadership:** Advocate for over 1000 student veterans across 12 undergraduate institutions in Ivy League Veterans Council
- **Interests:** Team sports, SCUBA diving in warm water, hunting for "the best pizza in town," hiking with snacks
- **Current Project:** Host the Nontraditional Paths podcast to share and normalize nontraditional experiences and career paths