

Jeff Vyduna

32 Magazine #2
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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

MBA, June 2010. GMAT: 770

Cambridge, MA

2007-Present

- Leave of absence 2008-2009 to start Poll Everywhere
- New product planning and revenue capture externship at Care.com, a venture-funded startup

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN

Bachelor of Science Electrical Engineering. GPA 3.51 (75th percentile)

Urbana-Champaign, IL

1998-2002

- Recipient of 9 awards including the Knight of St Patrick - the highest award for engineering leadership
- Co-founded ongoing non-profit consulting company. Supervised 9 student project managers who managed 150 consultants over 3 semesters. Generated client donations of \$2,000 - \$10,000 per project.

EXPERIENCE

POLL EVERYWHERE, INC.

San Francisco, CA and Cambridge, MA

Poll Everywhere crafts interactive apps for audience participation at live events using mobile phones. It is the leading text-to-screen application for Keynote and PowerPoint. The SaaS web product is used on TV, in stadiums, universities, conferences, and presentations. The company is profitable and sustainable amidst the recession.

Co-founder, alongside two brilliant business partners

2007-Present

- MIT 100K business plan competition semi-finalist. Secured seed funding (\$20K) from Y Combinator
- Sold services to Google, McKinsey, McDonalds, TED, Oracle, GE, and hundreds of other organizations
- Managed product development, marketing, pricing, sales, and hiring 2 FTE
- Maintained REDACTED monthly revenue growth for 14 months and counting at REDACTED net margin

DELOITTE CONSULTING, LLP

Chicago, IL

Awarded highest performance rating (top 15%) on 11 out of 14 project evaluations

Senior Consultant, early promotion

Aug 2006-Aug 2007

- Developed winning proposals to sell \$600,000 of new client projects
- Led competitive analysis of the healthcare software market, and presented recommendations to hospital CIO for \$40M vendor selection. Chosen product improved productivity and patient safety while modernizing IT architecture

Consultant

Jul 2005-Aug 2006

- Kaiser Permanente - One of two Integration Project Managers on \$7M enterprise software implementation
 - Improved medical imaging experiences for patients in 500,000 member HMO
 - Managed 4 client engineers and coordinated work of over 20 cross-functional resources
- Capital One - Maintained quality with 20% less testing by developing a risk-based testing strategy

Systems Analyst

Jul 2002-Aug 2004

- Saved a projected \$50M in reduced write-downs for the Partnership by developing a Decision Support System
- Initiated Deloitte Chicago office relationship with Junior Achievement, resulting in 120 volunteers across two years

COLEGIO INTERAMERICANO

Guatemala City, Guatemala

Business Director of Technology

Sep 2004-Jul 2005 (leave of absence)

- Led IT department of 4 FTE that managed all technology for 180 staff and 1400 students using 220 computers
- Crafted a five-year plan and implemented 10 major initiatives in 10 months
- Reduced IT spend 30% by renegotiating supplier contracts and reengineering IT processes

FOUNDER, KATRINASHELTER.COM

Aug-Oct 2005 (extracurricular)

- Recruited and led a 26-person team to create KatrinaShelter.com, a web product that allowed people to volunteer housing for Katrina victims. Project generated, organized, and mapped 1300 shelter offers
- Presented to Red Cross and FEMA at National Conference, June 2006. "Open Source Disaster Management"

OTHER ACTIVITIES

- Private pilot, nightclub DJ, chess, nonprofit web development, squash, desperately devoted hiker and skier
- Graduation Keynote Speaker for University of Illinois engineering brunch, May 2004. "Learning, Less Laplace"
- Technical skills: Ruby, Rails, MySQL, Agile/Scrum/Waterfall SDLC, XML, limited ASP.NET, C++, and Java