

ARVIND VENKATARAMAN

Seattle, WA | (817) 773-2418 | aravindashwin@gmail.com | <https://www.linkedin.com/in/arvenk-cornell/>

PROFESSIONAL EXPERIENCE

McKinsey & Company

Associate

Seattle, WA

2024 – Present

- Seasoned strategy, transformation, and execution consultant serving Fortune 500 clients on digital, analytics, AI, product, GTM strategy, and portfolio management, interfacing with CXO-level, senior director, and director-level client counterparts
- Lead large-scale digital, analytics, AI build, and product/platform transformations across TMT, aerospace, logistics, CPG, and financial services industries, standing up transformation offices, product ways of working, and AI decision analytics capabilities aligning business and technology around a common enterprise vision, OKRs, and cross-functional execution cadence
- Shaped and operationalized growth and go-to-market strategies, including AI and cloud offerings, hyperscaler marketplace plays, and sales organization design to unlock revenue, deepen partnerships, and improve commercial execution
- Design and refine operating and capital allocation models for enterprise portfolios—across tower lease, IT, cloud, R&D, sales, and business units—to reduce costs, reallocate spend toward growth, optimize ROI on technology and capex, and systematically track value realization over multi-year journeys
- Shipped web applications, measurement, analytics, and governance systems (e.g., AI Copilots, executive dashboards, maturity assessments, OKR/portfolio tracking systems, customer facing portals) to operationalize and measure KPIs, program progress, product performance, and value capture, enabling evidence-based executive decisions
- Contribute to McKinsey Global Institute AI policy research, Rewired book publication, and practice-level asset development

Q Investments LP

Senior Enterprise Risk Analyst

Fort Worth, TX

2018 – 2022

- Managed cross-functional risk analytics team to deliver profit/loss reporting, strategy ideation, hedging, and scenario modeling for \$2B multi-strategy family office and its affiliate bank, supporting executive decision-making, execution, and digitization across the enterprise
- Developed proprietary SPAC portfolio analytics system and managed a \$150M SPAC portfolio, outperforming 9 benchmark SPAC hedge funds from Mar 2021 – Apr 2022
- Designed and implemented decision-support models for tax and capital allocation, providing weekly taxable income estimates to guide trading and capital allocation decisions across the firm's capital stack
- Supported \$100M commercial real estate portfolio operations, conducting waterfall and scenario analyses to reduce \$1M in capital expenditures and assisting in underwriting acquisitions and sales of properties
- Actively managed a \$1B treasury hedge portfolio and executed repurchase agreements to monetize interest rate exposure
- Led Valuation Committee to price illiquid assets and reconcile FMV for quarterly and annual investor and SEC reporting
- Created Texas Exchange Bank's Community Reinvestment Act Portfolio, sourced and hedged \$10M in small business loans in low-income areas

Apollo Tutors, LLC

Co-Founder & COO

Dallas, TX

2013 – 2018

- Founded and scaled a tutoring marketplace as a student from scratch to \$30K monthly recurring revenue, matching students with tutors across 12 universities and K–12 programs
- Forged enterprise partnerships with major educational institutions, expanding services to at-risk and underserved communities
- Recruited and managed 200+ tutors annually, implementing best practices and leading campus ambassador teams
- Designed and launched a web app to automate tutor matching and billing, reducing matching time from 48 to 8 hours for 1K+ active users; built analytics dashboards to inform business strategy
- Grew organic customer acquisition from 20% to 40% through a referral program, lowering customer acquisition costs by 30%
- Delivered 50,000 hours of free tutoring to children in need via a “Buy One, Teach One” social enterprise model

EDUCATION

Johnson Cornell Tech

Master of Business Administration (STEM Designation)

New York, NY

2023

- Fund Manager, Big Red Ventures; Cornell Tech Blockchain; Tech Policy Innovator award, Cornell Law School

Southern Methodist University

Bachelor of Business Administration – Finance

Dallas, TX

2015

- Alternative Assets Specialization; DFW Student Senate Scholar; Cary M. Maguire Public Service Fellow

SKILLS

Tools & Technical: Excel, SQL, Lovable, Cursor, Python