

# Andrew G. Mang

342 Stowell Ave, Sunnyvale, CA 94085, andrewmang90@gmail.com, +1 952.237.9225, <https://www.linkedin.com/in/andrewmang/>

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## Work Experience

### Aswanet, Ltd.

Co-Founder, Chairman

Kigali, Rwanda

Mar 2017 – Present

- Co-founded a water engineering and environmental consulting company specializing in design, construction, and ongoing maintenance of water and sanitation infrastructure in post-conflict emerging markets
- Completed several dozen site visits, technical projects, and community assessments for and in cooperation with the public sector, non-governmental entities, and private sector clients in hospitality, education, real estate, and agricultural sectors in multiple countries in East and Central Africa
- Advised clients on sustainable water use, ensuring the longevity and long-term resilience of their projects
- Grew company and developed ongoing partnerships with multiple international clients by becoming the first East African Associate of the Inogen Alliance, a global alliance of engineering and consulting companies that support multinationals, governments, and international finance institutions in environmental engineering, health, safety, sustainability, and transactional due diligence projects
- Led Agriculture Working Group within Inogen and built a team of representatives from Associates around the world.
- Successfully built and managed a multilingual, multicultural team of flexible and permanent staff that combined local knowledge with international best practices

### Yext, Inc.

Analyst

New York, NY

August 2012 – Feb 2017

- Drove thousands of qualified leads every week by conducting extensive online marketing for the Small & Medium Business channel, including media buys, A/B tests, email marketing, display ad buys, paid search campaigns, and creative design
- Supported other marketing programs, including editing whitepapers, advising social media campaigns, brainstorming content for the website, and assisting at our first-ever user conference
- Helped with annual business planning and modeled out projected expenses for dozens of ongoing partnerships
- Collaborated closely with legal, finance, strategy, and marketing departments to audit, catalog, and renegotiate dozens of affiliate marketing contracts, saving \$500K/year
- Worked with our engineering teams to identify and fix problems with in-house marketing automation software, improving team efficiency and saving hundreds of hours of work
- Implemented a new Email Service Provider, replacing eleven others and saving significant engineering time
- Tracked performance of new website and other marketing initiatives and produced weekly dashboards for executives
- Helped implement and manage Hubspot – Salesforce integration and other MarTech systems as part of Marketing Operations function

## Volunteer Experience

### National Academy of Engineering

Executive Committee Member, COVID-19 Call to Action

Washington, DC

March 2020 – Present

- Co-founded and led initiative to identify, incubate, and amplify engineering ideas to fight COVID-19
- Co-managed team of 30+ student and professional volunteers who screened over 700 ideas and mentored team leaders
- Managed complex domestic and international stakeholder relationships across the Academy, universities, the private sector, and government agencies

## Education

### Duke University, Pratt School of Engineering

B.S.E., Mechanical Engineering and Economics

Durham, NC

May 2012

- GPA: 3.947/4.0
- Honors: *summa cum laude*, National Academy of Engineering Grand Challenges Scholar, Phi Beta Kappa, Tau Beta Pi Engineering Honor Society, Pi Tau Sigma Mechanical Engineering Honor Society, Dean's List with Distinction (x 7), American Society of Mechanical Engineers - John and Elsa Gracik Scholar
- Thesis: *Improving Access to Clean Water*

## Skills & Interests

Computer Software: SQL, Microsoft Office, HTML, CSS, Salesforce, Hubspot

Languages: Turkish (intermediate), Spanish (elementary), French (elementary)