

Andrew G. Mang

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Work Experience

Andrew Mang LLC **STRATEGIC ADVISOR**

Sunnyvale, CA
May 2020 – Present

- Founded a strategic consultancy firm focused on growth advisory and technology commercialization
- Drove multiple qualified sales calls every week by creating content plan and sales strategy, building and launching website, and performing direct outreach to prospects
- Minimized non-billable work and ensured compliance by implementing effective and accurate internal operating and reporting processes

Selected Clients with Andrew Mang LLC:

eighty2i, LLC, Severna Park, MD

Aug 2022 – Jan 2023

- Supported outbound sales efforts for 100+ prospects by writing copy for outbound outreach efforts, prospecting targets, and taking sales calls with the Partner
- Saved several hours of employee time every week and improved business operations by auditing and mapping internal processes for sales, client onboarding, and internal reporting
- Strengthened client's negotiating position with a co-development partner by performing TAM analysis and identifying alternative market segments for a new software product

Next Rung Technology, Somerville, MA

Aug 2020 – Jan 2022

- Saved over \$300MM in projected capital expenditures by refreshing and revising operating model for a sustainable pharmaceutical company
- Facilitated US market entry for an EU-based sustainable technology company by performing a qualitative and quantitative go-to-market study and conducting initial customer interviews
- Aligned stakeholders around lean manufacturing and effective project management principles by using change management tools across different departments in a client's organization
- Projected capital expenses and COGS for a client by performing techno-economic modeling

GEOtest, a.s., Brno, Czech Republic

Jun 2020 – Mar 2022

- Supported go-to-market feasibility study for an 800MM EUR investment platform for smart cities in the Czech Republic by performing quality control and expert review
- Increased impact of European aid funding for development of water infrastructure in Cameroon by contributing to and editing a monitoring report and gap analysis for the European Investment Bank

Inogen Alliance, St. Paul, MN

May 2020 – Oct 2022

- Created the organization's first ESG policy by interviewing key stakeholders to understand their ESG goals in the short and long term, mapping ESG risks to operations, and prioritizing areas of impact
- Published and produced the organization's inaugural ESG report by collaborating closely with leadership, subject matter experts, and the Marketing team
- Ensured policy was aligned with international standards by performing a materiality assessment against SASB and SDG frameworks
- Implemented ESG internally by leading initiatives including sustainable travel guidance, carbon footprint calculations, vendor qualification procedures, and diversity, equity, and inclusion training
- Developed a roadmap for future projects by identifying toll gates and milestones for the next 5 years
- Launched ESG at the Board level by convincing leadership to create an ESG Board Committee
- Doubled inbound leads to the Alliance's website by interviewing subject matter experts and writing blog posts about various topics related to sustainability and ESG

Work Experience (continued)

Aswanet Rwanda, Ltd.

Kigali, Rwanda

CO-FOUNDER, CHAIRMAN

Mar 2017 – Mar 2020

- Provided world-class engineering and consulting services to African and Western clients by building and managing a multicultural team that combined local knowledge with international best practices
- Ensured project quality for 50+ clients by managing team members and completing site visits, technical projects, and community assessments in several countries in East and Central Africa
- Analyzed go-to-market feasibility in new regions by performing on-the-ground market assessments both in established markets and in unstable post-conflict states
- Verified compliance for global multinationals by researching environmental regulations, summarizing key points, and reporting findings to clients
- Guided capital investment decisions by completing water resource risk assessments for large projects
- Developed robust international partnerships by becoming the first East African Associate of the Inogen Alliance, a global alliance of environmental engineering and ESG consulting companies

Yext, Inc.

New York, NY

MARKETING AND BUSINESS ANALYST

Aug 2012 – Feb 2017

- Drove thousands of qualified leads every week by performing data analysis and conducting online marketing, including A/B tests, email marketing, paid search campaigns, and front-end development
- Prepared pro forma revenue projections by forecasting revenue from sales and marketing channels
- Saved over \$500K/year by collaborating closely with legal, finance, strategy, and marketing departments to audit, catalog, and renegotiate dozens of affiliate marketing contracts
- Saved hundreds of hours of work by implementing Hubspot and other MarTech software

Volunteer Experience

Grand Challenge Scholars Program

Los Angeles, CA

CHAIR OF INDUSTRY AND ALUMNI ENGAGEMENT

Mar 2022 – Present

- Strengthened world-class interdisciplinary education at over 98 engineering universities in 24 countries by building relationships with leaders across academia, the private sector, and government
- Attracted attention to program by presenting at conferences, industry events, and academic meetings
- Built community among over 1,700 top engineering scholars by launching special projects to drive alumni engagement and matchmaking alumni who share similar interests

National Academy of Engineering

Washington, D.C.

EXECUTIVE COMMITTEE MEMBER, COVID-19 CALL FOR ENGINEERING ACTION

Mar 2020 – Feb 2021

- Supported rapid development and deployment of engineering innovations in response to COVID-19 by co-founding and leading an incubator within the National Academies
- Aligned stakeholders across the Academy, universities, the private sector, and Federal government by mapping their interests and capabilities and matching them with relevant needs within the incubator
- Built capacity by mentoring 30+ student and professional volunteers who screened over 700 ideas

Education

DUKE UNIVERSITY, PRATT SCHOOL OF ENGINEERING

Durham, NC

B.S.E., Mechanical Engineering and Economics

May 2012

- GPA: 3.947/4.00
- Honors: *summa cum laude*, NAE Grand Challenge Scholar, Phi Beta Kappa, Tau Beta Pi, Pi Tau Sigma, Dean's List with Distinction (x 7), ASME - John and Elsa Gracik Scholar

Skills & Interests

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

Computer Software: SQL, Microsoft Office, CSS, Salesforce, HubSpot