

Dan Stefanis

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EDUCATION

UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

M.B.A., Full-Time Program, 740 GMAT

June 2017

- *Honors/Leadership:* UCLA Anderson Merit Fellowship Recipient, Social Chair, Co-Director of the Anderson Venture Accelerator Program
- *Membership:* Entrepreneur Association, Entrepreneurship Leadership Development Program

BOSTON COLLEGE CARROL SCHOOL OF MANAGEMENT

Chestnut Hill, MA

B.S., Management, Concentration in Information Systems with a Film Studies Minor

May 2011

- *Honors:* Dean's List 6/8 Semesters, Golden Key National Honor Society
- *Leadership:* Spearheaded a team in the Boston College Venture Competition and acted in student films

EXPERIENCE

SYNCONSET TECHNOLOGIES – *Venture Backed Software for TV & Film Productions* Los Angeles, CA | Boston, MA **Co-Founder & Chief Product Officer**

Operational Leadership

February 2012 – April 2014

- Co-founded company from original ideation through mainstream adoption across all major studios
- Grew team from 4 people working out of our apartment to a 15-person company with offices in Boston and Los Angeles and over \$5 million in venture funding
- Accepted into Techstars Boston, a premiere business accelerator program with an acceptance rate of roughly 1%
- Created an industry standard brand and product covering 45% of primetime television within 3 years from inception including clients such as *Game of Thrones*, *Boardwalk Empire*, *House of Cards*, and *The Blacklist*

Product Management

- Led development team of six engineers to execute on our vision and to expand our initial product offering from 1 module to 5 for all versions of our software (web, iOS, Android)
- Synthesized template workflows resulting in time savings of 20% for groups within an industry overlooked as too idiosyncratic to be standardized
- Gathered requirements, planned and scoped new releases, created user stories, and directed user interface and user experience design to guide our development team and consistently deliver releases ahead of schedule
- Integrated customer feedback, devised quality assurance policies, and developed and tracked key performance indicators to measure and ensure successful customer satisfaction

Brand & Relationship Building

- Established crucial relationships with film unions that sped up requirements gathering, increased visibility, legitimized our brand as a trusted partner, and provided a platform to train new users
- Presented to executives at HBO and Sony convincing them of the value our product added to their productions

DELOITTE CONSULTING

Boston, MA

Business Technology Analyst

August 2011 – April 2012

- Modeled and identified inefficiencies in Large Non-Profit Subscription Organization's subscription management process to reduce costs and modernize infrastructure
- Constructed a roadmap for a Large Global Financial Services Company to establish an enterprise-wide software asset management initiative following a merger with an equal sized Financial Services Company
- Earned an "Applause Award" performance bonus for helping improve national new analyst training

ADDITIONAL

- *Certifications:* HubSpot Inbound Certification, Lean Six Sigma Yellow Belt
- *Software:* HTML, CSS, JavaScript, PHP, SQL, Objective C, Swift, Adobe Photoshop & After Effects
- *Interests:* Film, technology, traveling, beach days, trying new restaurants, basketball, European soccer
- *Awards:* Engineering Emmy Award for SyncOnSet's software