

VANESSA V. GIL

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PROFESSIONAL EXPERIENCE

ARBITRAGE ADMISSIONS ADVANTAGE

New York, NY

Founder and CEO

2015-Present

Graduate School and College Admissions and Executive Coaching & Advisory

- Develop customized individual admissions strategy for candidates applying to top-tier undergraduate and graduate programs, advised on every element of the application process, including school selection and recommender choice
- Advise clients on personal presentation for undergraduate/graduate programs and fellowship interview process
- Provide guidance on essay choice, structure, and language, edited and reviewed essays and résumés to present clients for admission to top-ranked undergraduate/graduate programs, leading to over 95% personal success rate
- Utilized Myers-Briggs Type Indicator test to assess client career fit and provide counsel on career trajectory *Executive Coaching and Advisory*
- Coached clients to assess career goals, re-defining and developing new strategies where necessary
- Utilize role plays and assessment frameworks to help client determine career fit and provide counsel on career trajectory

STRATUS PREP

New York, NY

Director of MBA Admissions

2010-2015

Sales and Business Development

- Led marketing and business development efforts for prospective MBA clients, including structuring strategic partnerships and presenting at international MBA conferences, leading to over 90% increase in YoY revenue growth

Team Leadership

- Recruited, trained, and supervised team of 13 MBA admissions consultants to counsel clients on MBA applications

Graduate School and College Admissions and Career Coaching and Advisory

- Developed customized applications admissions strategy for candidates applying to top-tier MBA programs, advised on every element of the MBA application process, including school selection and recommender choice
- Coached clients on personal presentation for MBA program and fellowship interview process
- Provided guidance on essay choice, structure, and language, edited and reviewed essays and résumés to present clients for admission to top-ranked MBA programs, leading to over 95% personal success rate
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PHILLIPS EDUCATION SYSTEMS

New York, NY

Business Development Associate, High School/Elementary School Learning Coach

2003-2010

- Led marketing and business development efforts to build client base and reach of organization globally instructors to drive students' academic growth and performance
- Oversaw team of instructors to drive students' academic growth and performance, created individual learning plans for students in a variety of different subjects (literature, Spanish, history, European art history, et. al.)
- Motivated students using education-based incentives, communicated goals to team and demanding clientele
- Assisted students with selection of colleges for application process, provided editorial guidance

COMMUNICATIONS EQUITY ASSOCIATES, LLC (CEA)

New York, NY

Senior Financial Analyst, TV/Radio Division

1999-2001

Functioned as sole financial analyst supporting five senior bankers in a global media, entertainment and telecommunications investment-banking firm

- Designed financial models including operating forecasts, merger pro-forma financials, comparable transactions analysis and discounted cash flow (DCF) analysis
- Created financial statement ratio and trend analysis template to facilitate quarterly reviews
- Assisted Senior VP in marketing investment opportunities to institutional lenders and high net worth clients; created marketing presentations using Powerpoint

VIOLY, BYORUM & PARTNERS, LLC (VB&P) New York, NY

Financial Analyst

1998-1999

VB&P, an investment banking boutique of approximately 30 bankers specializing in Latin American M&A deals

- Conducted financial analysis/market research of various industries to determine core competencies/industry structure
- Created marketing presentations using Powerpoint and other programs

EDUCATION

THE WHARTON SCHOOL, University Of Pennsylvania

Philadelphia, PA

Masters of Business Administration – Finance, Marketing and Entrepreneurship

2001-2003

- Recipient of Howard E. Mitchell Fellowship. Wharton Finance Conference. *Wharton Clubs*: Arts Enthusiasts, Marketing, Media & Entertainment, and Wine Club

HARVARD UNIVERSITY

Cambridge, MA

Bachelor of Arts magna cum laude, History of Art

1993-1997

- John Harvard/Elizabeth Cary Agassiz Scholarship for academic achievement of high distinction. *Magna cum laude* (thesis). Dean's List all semesters. Member of the Charles River Growth Fund, a student-run investment association

LANGUAGES & OTHER

Languages: Spanish (fluent), French (conversational), Italian (reading knowledge)

Interests/Certifications: Certified Myers-Briggs Type Indicator Test administrator, Certified Executive/Life Coach (iPEC), Certified Jivamukti Yoga Instructor, Classical ballet (professional level, 20+ years), Japanese Reiki (Level II Master), Universal Life Minister, Certified Ericksonian hypnotherapist, ICF Member