

Jack Daniel Burton

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Professional Experience

- 2019-Present **Tuscany Strategy Consulting – Associate Consultant** Baltimore, MD
- Lead and manage multi-staffed project teams of 3-8 members for 30+ engagements. Responsible for proposal writing, scoping, delegation, conducting and reviewing research, managing clients, and presenting deliverables
 - Research and provide strategic recommendations related to pricing, market sizing, competitive landscapes, potential strategic partners/acquisitions, product improvement, and demand discovery for education and healthcare executives and shareholders
 - Responsible for training, managing and executing research approaches and methodologies, including: primary research interviews, quantitative surveys, and secondary research to support strategic decision making
- 2018-2019 **Artisan Healthcare Consulting – Senior Associate** Waltham, MA
- Worked on multi-staffed teams to support business strategy decisions of pharmaceutical clients ranging from small biotechs to 4 of the 5 largest global pharma organizations
 - Prepared and presented recommendations advising clients on clinical and commercial healthcare products with expertise in cancer, rare disease, and chronic illness
- Summer 2016 **Lieber Institute for Brain Development – External Relations Officer** Baltimore, MD
- Served Lieber's world-class researchers by creating a lasting network of beneficial partnerships and generating funds through donations, grants, and policy work
 - Organized an in-depth industry landscape analysis and offered briefings for the senior leadership team before critical meetings
- Summer 2015 **Loeb Partners Corporation - Summer Analyst** New York, NY
- Worked with senior bankers on active transactions in both investment bank and private equity divisions
 - Completed corporate finance and financial accounting course with a Columbia University PhD candidate
 - Helped analyze and research buyers, competitors, partners, and investors in markets of clients
- Summer 2014 **Techstars -Business Associate** New York, NY
- Helped organize 3-month EdTech startup accelerator program focused on business strategy and seed funding
 - Served as on-site user interface/experience coach, helping 12 companies create user friendly solutions
 - Provided support for lightly staffed companies with projects like CRM tools, competitive analysis, business model canvassing, and customer acquisition strategy

Education

- 2013-2017 **Colby College** Waterville, ME
- Majors: Biology: Concentration in Neuroscience
Minor: Managerial Economics
GPA: 3.35
Recognition: Colby Hockey Teammate of the Year Award recipient 2015-2017
Lelia M. Forster (Colby Fr. Class Leadership) Prize recipient 2014
- 2007-2011 **St. Paul's School** Brooklandville, MD
- Honors: Honor Roll, Headmaster's List

Volunteer Experience

- 2020-Present **The Tender Bridge – Board Member, Operations Officer, Head Coach, Volunteer, Mentor** Baltimore, MD
- Volunteer 15-25 hours weekly for The Tender Bridge, a grassroots non-profit that provides mentorship and life enhancing services to youth in the highest violence areas in East Baltimore
 - Founder, Head Coach and Director of Jr. Banners youth programming for 60+ new participants
 - Responsible for 2022 campaigns that led to 400% increase in annual revenues, international recognition via New York Times and National Hockey League, and establishment of 10+ community partnerships

Athletics

- 2017-2018 **Indy Fuel ECHL - Defenseman** Indianapolis, IN
- Professional hockey player for the Chicago Blackhawks' affiliate team in the ECHL

Skills & Proficiencies

Tableau, Microsoft Office, Adobe Suite, Forecasting, Business Modeling