

# STEFAN OLIVA

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## EDUCATION

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### YALE SCHOOL OF MANAGEMENT

New Haven, CT

#### Master of Business Administration (MBA)

2024

- Developed new methods for Ares Management to lead the alternative credit market in carbon footprinting
- Selected to lead the first climate deal team for the Meng Impact Investment Fund: developed the fund's investment thesis for climate, recruited a team of five students, and led deal flow and diligence
- Employed as an RA in Yale Law School's CAFE Lab, studying the effects of animal ag. on climate change
- Clubs: PE/VC - 2Y Leader; Food, Agribusiness, & Bev. - 2Y Leader; Business & Env. - 2Y Leader; Tech; Data Analytics; Energy; Association of Hispanic and Latin American Students; Graduate Crew Team

### COLGATE UNIVERSITY

Hamilton, NY

#### Bachelor of Arts (BA), International Relations; African Studies

2015

- Elected student government representative; four year, three season Division I XC/Track athlete and captain
- Selected for the Geneva Study Group, attended the Graduate Institute, Geneva; interned at the ICTSD

## PROFESSIONAL EXPERIENCE

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### BUOYANT VENTURES

Denver, CO

#### Summer MBA Associate

Summer 2023

- Delivered a final report on the impact of generative AI in climate tech, updating the fund's investment thesis
- Conducted diligence and worked on a term sheet for a live deal, part of Buoyant's \$76M debut climate fund

### GRO INTELLIGENCE

New York, NY

#### Senior Associate, Office of the CEO

2022 - 2023

- Initiated internal work for 30%+ of new deals by revenue during '22, collaborating with leadership and liaising with financial inst. clients on strategic deal structure and translating into cross-company deliverables
- Helped inform direction of \$4b+ in UN/G7 aid through supply of climate and ag data on the global food crisis
- Worked cross-functionally with organizations including the UN GCRG, Rockefeller Foundation, WEF, and Gates Foundation, tailoring models and data to lead Gro's public and private response to the global food crisis

#### Product Manager, AI Modeling and Ontology

2019 - 2021

- Managed OKRs for 38% of the company's engineers through translation of major initiatives into daily work for six teams, ranging from regression/classification machine-learning to search and ontology
- Enabled 100%+ growth of developer and analyst teams through initial adoption of Agile project management across full organization, allowing for true cross-team clarity, efficiency, and merit-based project prioritization

#### Senior Research Analyst

2017 - 2019

- Developed 10%+ revenue stream, selected to work alongside former CEO of Whole Foods in order to scope and build Gro's fresh produce offerings for CPG and financial institution clients
- Expanded Gro's user base 70%+ and data sets 120%+ through full management of a seven analyst team

#### Research Analyst

2015 - 2017

## ADDITIONAL INFORMATION

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- Skills: Agile (Scrum, Lean startup); Affinity; SQL; STATA; REST API; CRM; Microsoft 365 + Add-ins
- Languages (ACTFL): Spanish - Adv.; Arabic (MSA/ESA) - Interm.; French - Interm.; Kiswahili - Nov.
- Interests: Volunteering, Local Politics, Sculpting, Oil Painting, Gardening, Walking every block in NYC