

VANESSA GABELA

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2010

2008-Present

- Co-President of Marketing Club, VP of Latin Club, and Co-owner of Sloan Gear, student-owned apparel company.
- MarketLab Project: Worked with a team to study trends in e-commerce and identify corresponding opportunities for Apple to grow online store revenue and leverage the iPhone ecosystem.
- Awarded MIT Sloan Dean's Fellowship and National Hispanic Society of MBAs (NSHMBA) Scholarship.

WELLESLEY COLLEGE

Wellesley, MA

B.A in International Relations

1996-2000

- President of Latin American Club, Secretary of Zeta Alpha Literary Society.

EXPERIENCE

JOBSTREET.COM

Kuala Lumpur, Malaysia

E-recruitment company based in Malaysia serving talent in eight countries in Asia

Summer 2009

Summer Intern

- Developed a pricing strategy for job posting packages to maximize revenues and standardize pricing. Performed a conjoint analysis and economic value to customer analysis to find optimum price points.
- Created a corporate marketing strategy focused on inbound marketing to increase customer conversion, improve lead generation and retain customers. Conducted over 40 customer and account manager interviews and researched inbound marketing tactics.
- Presented final recommendations and implementation plans on assigned projects to senior management team.

ROOT CAPITAL

Cambridge, MA

\$20M Nonprofit social investment fund that provides \$25K-\$1M loans to small and medium-size enterprises in developing countries that have a social and environmental focus

2005-2008

Investment Officer

- Managed select lending portfolio in Latin America totaling ~\$8M annually.
- Expanded and diversified loan portfolio into new product markets in eight Latin American countries and Ghana bringing ~\$3M per year of new clients.
- Led team-building efforts to integrate processes and global staff into our offices in Peru, Mexico, Guatemala, Nicaragua, and Kenya by training new employees, sharing practices, and ensuring constant communication.
- Managed the credit risk committee to mitigate portfolio risk based on loan type, industry, country and region.
- Built strategic relationships with consumer product companies to finance their suppliers; institutional partners to find co-lending opportunities; and potential investors to raise loan capital.
- Presented credit proposals to the Investment Committee resulting in ~40 loans approved and disbursed per year.

MONUMENT GROUP

Boston, MA

Private Equity Placement Agent

2001-2005

Investment Analyst

- Performed extensive industry, company and transaction analysis for 14 private equity advisory assignments totaling over \$13B in diverse alternative asset classes including: real estate, oil & gas, buyouts, distressed securities.
- Worked closely with clients' management teams in preparing due diligence materials and drafting private placement memoranda.
- Monitored, analyzed and evaluated private equity managers' portfolio performance.
- Researched and monitored potential private equity managers, and maintained investment environment analytics: market and industry trends and benchmarks, disbursement/commitment figures, and exit activity.

C-BRIDGE INTERNET SOLUTIONS

Boston, MA

Internet Consulting Company

2000-2001

Consultant and Marketing Analyst

- Researched e-commerce market, vertical industries, C-Bridge competitors and potential clients for planning and development of C-Bridge Executive Seminars agenda and content.

PERSONAL

- International Experience: Born in the United States and raised in Colombia and Argentina; visited over 30 countries.
- Activities: Ran Boston Marathon; Board member of NSHMBA (2004-2007), English teacher at Alma Linguas.
- Foreign Languages: Fluent in Spanish; Conversational in Portuguese.