

# JACK GERSHAW

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## SUMMARY

I am a biochemist who worked in government contracting, and then went to **business and public policy graduate school**. I have recently been working with several social ventures on matters of *funding, marketing and volunteer organization*.

## EXPERIENCE

**Venture Outdoors, Pittsburgh, PA** 2010 - Present  
**Volunteer Coordinator**

- Facilitated over 100 outdoor events with participation varying from a handful to about a 100 per event.
- Converted 250 VO event attendees into paying members
- Organized VO Fest that had several thousand people participate.

**The Sprout Fund, Pittsburgh, PA** 2010  
**Social Venture Intern**

- Programmatic design for creating a venture arm for seed grant-making organization.

**Waffle Shop, Pittsburgh, PA** 2010  
**Promotions & Marketing Manager**

- Promotions lead for experimental performing arts venue and restaurant.

**Illuminate Ventures, Menlo Park, CA** 2009  
**Summer Intern**

- Worked directly with Founding Managing Director to conduct research on the investor opportunity gap among female entrepreneurs in high-technology.

**Abbott Laboratories, Austin, TX** 2009  
**Management Development Program**

- Developed and implemented data report system for tracking national, annual Retail sales investments of \$6M+.
- Conducted national market share analysis, concluding ineffectiveness of sales promotion.
- Evaluated and provided project recommendations for sales strategy re-launch.
- Attended Sales Force training and accompanied Retail Sales Specialist on field sales ride.

**Signature Science, LLC, Austin, TX** 2006 - 2007  
**Associate**

- Analytical lead for contract bid - modeled studies and coordinated team building efforts across three national research institutions.
- Upon completion of research, wrote and presented white paper and preliminary findings to government client (DARPA), resulting in contract for \$2.5 million/year.
- Led quality assurance/quality control efforts for forensic product development.
- Awards - Two company Spot Awards; 2007 Partner In Industry Award.

**U.S. Department of State, Washington, DC** 2005  
**Summer Intern**

- Organized and attended annual Science & Technology agreement meetings between US and foreign delegations.

- Generated proposal ideas for Arab World Outreach project to foster partnerships between US and North African nations.
- Participated in intergovernmental agency meetings, brainstorming international collaborative efforts.

**University of Texas at Austin, Austin, TX  
Researcher**

2003 - 2005

- Chemically analyzed fire ant pheromones.

EDUCATION

**Carnegie Mellon University, Pittsburgh, PA  
Public Policy & Management**

2008 - 2010

**The University of Texas at Austin, Austin, TX  
Biochemistry**

2002 - 2006

LANGUAGE SKILLS

Spanish (Fluent)

French (Basic)

German (Basic)