

Kevin Justin Williams

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EXPERIENCE

- EdTech** **STANFORD GRADUATE SCHOOL OF BUSINESS** **PALO ALTO / LOS ANGELES, CA**
2015 - Present
Course Facilitator, Executive Education LEAD Program: Corporate Innovation
Lead case discussion, live session facilitation and professor support for over 180 executives globally. The Stanford LEAD (Learn. Engage. Accelerate. Disrupt.) Executive Education Program in Corporate Innovation program is a year-long experience targeting change agents from large and small companies who are developing new products, services or embarking on strategic pivots. Each class includes leaders of innovation teams in any field or organization
- Course Facilitator, Strategic Leadership - Professors Bill Barnett and Jesper Sorenson
 - Course Facilitator, Critical Analytical Thinking - Professor Haim Mendelson
 - Course Facilitator, Business Models & Design - Professor Haim Mendelson
 - Course Facilitator, Building Power To Lead - Professor Jeffrey Pfeffer
 - LEAD Preview, Leading Effective Teams - Professor Larissa Tiedens
- Strategic Planning** **UCODE** **LOS ANGELES, CA**
2016
Director
A four-year-old venture backed edtech company. UCode teaches computer science and programming skills to youth, through after school classes and proprietary software. Helped establish processes to analyze key metrics: revenue analysis (price & volume), product development and feedback. Operating assessments included: hiring, training, mentoring, product quality, fluid user experience, and data based decision-making for product and market positioning.
- Entrepreneurship** **ONIDA INC** **LOS ANGELES, CA**
2010 - 2015
2006 - 2010
Chief Operating Officer
Co-Founder, Director of Business Development **NEW YORK, NY**
Onida is a seven-person boutique consulting firm focused on providing team development expertise through engagements to help managers solve organizational design challenges, entrepreneurs with pitches to venture capitalists, board members evaluate talent, social innovators with fundraising presentations, and managers with delivery of new products into marketplaces.
- Lead all staff across the United States, top line growth of 20+% each year
 - Created all onboarding materials and training modules for new consultants, as well as ongoing best practice sessions for existing consultants
 - Published in The Harvard Business Review, MSNBC.com and The Business Insider
- Nonprofit** **THE COUNCIL OF URBAN PROFESSIONALS (CUP)** **NEW YORK, NY**
2007 - Present
Co-Founder
The CUP vision seeks racial, ethnic, and gender parity in the highest business and public leadership positions in the United States. CUP sponsors over 65 events annually, has a national network of 20,000, over 1,500 dues paying members, and over 70 corporate partners.
- Corporate Partnerships & Sponsorships Committee
 - CUP in Los Angeles Co-Founder, Los Angeles Board Director
- Finance** **MERRILL LYNCH & CO.** **NEW YORK, NY**
2004 - 2006
Associate, Financial Sponsors Group, Investment Banking
Led three analysts, executed two deals, ran excel models for LBO, M&A and IPO transactions. Pitched to private equity funds like Kohlberg, Kravis & Roberts, Apollo, The Carlyle Group, Madison Dearborn, TPG Capital, Apax Partners, The Blackstone Group, CVC Capital, Ares Management, Sun Capital, GTCR, Sterling Capital and Bain Capital.
Deals Included:
- LBO of Intelsat by Apax, Apollo, Madison Dearborn, and Permira for \$5.0 billion media deal
 - IPO of optionsXpress (online options broker) for \$198 million

Healthcare 2003 – 2004	PACIFIC PULMONARY SERVICES (PPS) Manager PPS is a healthcare services company that employs over 1000 associates, with more than 100 local care centers across 19 states. A portfolio company of Braden Partners, the company provides home oxygen services and respiratory medication. <ul style="list-style-type: none"> • Created and led sales plan in San Francisco. Grew patient base of 490 to 540 in three months • Managed a team of 15; Increased profit margins of area from 29% to 43% in three months 	SAN FRANCISCO, CA
Finance 2000-2001	MERRILL LYNCH & CO. Head, Global Analyst Program, Investment Banking <ul style="list-style-type: none"> • Chairman, Analyst Program Committee • Reported into Global Head of Human Resources. Created organizational process for third year and Associate promotion opportunities across all investment banking industry and product groups, Sales & Trading desks, Principal Investment groups and all offices globally. 	NEW YORK, NY
Finance 1998-2000	MERRILL LYNCH & CO. Analyst, Financial Institutions Group, Investment Banking Ran M&A, recapitalization and IPO models for global banks, thrifts, asset managers, financial technology, exchanges and insurance companies. Clients included: Fred Alger Asset Management, E-Trade and Manulife Financial <u>Deals Included:</u> <ul style="list-style-type: none"> • IPO of Manulife Financial (\$2.5 billion) • IPO of Federated Investors (\$333 million) 	NEW YORK, NY
MILITARY 1993-1994	UNITED STATES NAVY Seaman Apprentice, E-2 BOOST (Broadened Opportunity for Officer Selection and Training) Program Class of 1994. BOOST was a competitive United States Department of The Navy enlisted to officer program, now known as the Seaman to Admiral program (STA).	SAN DIEGO, CA
EDUCATION 2016 – 2020	UNIVERSITY OF SOUTHERN CALIFORNIA Doctor of Policy, Planning & Development Field of Study: Frontier Technology & Policy. Area of interest: non-market forces and regulatory dynamics of artificial intelligence on intelligent machines, driverless cars and drones. The small doctorate program is tailored to support full-time professional commitments. My work aims to optimize frontier technology innovations, while mitigating against ethical and income gap concerns.	LOS ANGELES, CA
2015	GENERAL ASSEMBLY Certificate, Web Development Immersive <ul style="list-style-type: none"> • A programming bootcamp covering the full-stack, exposure to UX and algorithms • JavaScript, HTML, CSS, Ruby, Node.js, Express.js, Angular.js, Rails, D3.js, MongoDB, jQuery 	LOS ANGELES, CA
2001 – 2003	STANFORD GRADUATE SCHOOL OF BUSINESS MBA <ul style="list-style-type: none"> • <i>Robert A. Toigo Fellow (One of 60 selected)</i>. Certificate in Public Management: Public Policy • President, The Government & Politics Club 	PALO ALTO, CA
1994 - 1998	MOREHOUSE COLLEGE BA, cum laude, Dean's List <ul style="list-style-type: none"> • UGPA 3.5, Major: Economics (3.9), Minors: Mathematics & Sociology 	ATLANTA, GA
PERSONAL	<ul style="list-style-type: none"> • Board Member, Arts Bridging The Gap, a 501c3 organization dedicated to disadvantaged youth • S.E.O (Sponsors for Educational Opportunity) Program 1997 (<i>One of 233 nationally selected</i>) • Produced stand up comedy in NYC, five years (Gotham, Laugh Lounge, 11th Street Cafe) • Born and raised in Florissant, Missouri. Enjoy bespoke menswear and timepieces • Ran 2008 New York City Marathon (<i>0.5% of U.S. population</i>) • Traveled to over 30 countries across five continents 	