CARISSA JANSEN

carissa.jansen@gmail.com

EXPERIENCE

Trellis Technologies, Inc.   January 2021 – June 2022
Partnerships Success & Analytics Manager   *Remote*

- Second hire on the partnerships team at Trellis, a Series A startup backed by QED Investors & Nyca Partners that is building an API for businesses to offer an embedded insurance marketplace to their customer base.
  - Launched 20+ new partnerships and strengthened existing strategic partnerships with a top 2 ridesharing app, the largest US neobanks, and other major fintech apps through regular biweekly/monthly check-ins, QBR presentations on past performance & growth opportunities, and guidance on product best practices.
  - Led an API integration with Trellis's largest neobank partner (valued at $25bn) cross-functionally across engineering/product/analytics by building multiple reporting requirements, tracking KPIS & SLAs, and organizing weekly internal and external syncs.
  - Grew my account revenue by 3x in 6 months by overhauling pricing strategy & increased sales.
  - Optimized conversion metrics through A/B testing on publisher articles, display ads, copy, and other CTAs.
- Built the infrastructure for analytics dashboards, revenue reporting, and customer conversion funnels to share both internally & externally, using front-end data tools like Looker and Amplitude, along with custom SQL queries.
- Supported the scaling account management/sales team by creating runbooks and internal onboarding resources.

Goldman Sachs & Co.   Summer 2013 & 2014 – 2019
Fixed Income Securities Trading   *New York, NY & Hong Kong, SAR*

General Responsibilities:
- Analyzed, risk managed, and traded Goldman's credit exposure on a portfolio of fixed income derivatives, including interest rates, foreign exchange, commodities, emerging markets, and credit.
- Managed the team's Latin American emerging markets portfolio for two years, including quarterly business planning & budgeting and monthly profitability analysis presentations to the division head.
- Conducted corporate due diligence and financial modeling using cash flow analysis for 50+ companies across multiple industries and ratings quality, with an emphasis on high yield corporates.

Leadership:
- Covered the entire Asia portfolio out of Hong Kong by myself for three months during team transitions.
- Ran the rotational internship program for our team for 2 years and mentored incoming analysts.
- Created and drastically improved proprietary pricing & risk tools to be used by the global team as a product manager by directing a team of quantitative analysts and software engineers.
- Promoted one year early to Associate after demonstrating ability to perform in the top 10% of the Securities Division Analyst Class for two consecutive years.

Select Transaction Experience:
- Priced and risk managed a $1bn hedging program of long-dated swaps for a US pharmaceutical company.
- Structured and executed $2.5bn long-dated swaps for a Mexican oil company.

EDUCATION

Massachusetts Institute of Technology   2010 – 2014
Bachelor of Science in Computer Science & Molecular Biology, Management Minor   *Cambridge, MA*

- MIT Club of Northern California - Gaynor Langsdorf '32 Memorial Scholarship Recipient, GPA 4.5/5.0

SKILLS & INTERESTS

- **Computer:** Basic Python & Java, SQL, VBA & Excel Modeling, HTML & CSS, Adobe Creative Suite.
- **Language:** Fluent in Spanish, including business communication.
- **Interests:** Classical piano & guitar, Scuba diving, Nature photography.