Hillary Ekua Quansah

Jersey City, NJ / New York, NY | (240) 233-4198 | hillaryq@gmail.com | forpearsonventures.com

WORK EXPERIENCE

Wells Fargo New York, NY
Business Execution Consultant | Treasury Management Sales Strategy May 2025 – Present

- Analyze large-scale Commercial and Investment Banking sales data including pipeline activity, attrition, lost deals, and revenue growth trends to generate strategic insights for Treasury Management sales leadership
- Develop executive-level presentations for C-level business unit reviews and sales leaders that highlight deal drivers, competitive dynamics, and coverage opportunities to inform sales strategy, client prioritization, and revenue growth

Strategy and Planning Consultant | Corporate Strategy Rotational Program September 2022 – May 2025

Strategic Partnerships (Emerging Tech & Venture Capital)

- Conducted strategic and financial diligence on emerging technology companies, evaluating strategic fit
- Managed the emerging tech pipeline to support sourcing and prioritization of opportunities
- Developed a VBA model analyzing $10B+ in portfolio spend leveraged by TMT banking to drive client coverage
- Produced executive materials for VC/PE firm meetings and market updates for dialogues on AI/ML and FinTech

Enterprise Strategic Consulting

- Supported strategic assessments and enterprise initiatives across Commercial Banking and Consumer Lending, helping inform leadership decisions on prioritization and execution
- Developed executive-ready materials summarizing insights, trends, and recommendations for senior leadership
- Conducted market and competitive analyses to inform strategic prioritization and business planning
- Collaborated with cross-functional partners across product, operations, and analytics to drive aligned outcomes

FinServ Consulting New York, NY
Management Consultant March 2022 – August 2022

- Advised a $20B AUM private equity fund on outsourcing middle- and back-office operations to a third-party administrator, working with C-suite executives to assess operational requirements and evaluate strategic options
- Led vendor engagement, managed the RFI/RFP process, and developed a scoring model to evaluate proposals and support final vendor selection

Bank of America New York, NY
Strategy and Management Analyst | Corporate Strategy Rotational Program July 2020 – March 2022

- Credit Risk Strategy: Led bi-weekly Process Council meetings for a 12-member Operational Excellence team, coordinating with credit risk partners to evaluate and improve credit review workflows, strengthen governance, and support more consistent risk management across business units
- Digital Product Management (Digital Security): Conducted competitive benchmarking and performance analysis for digital security products, developed a VBA automation tool to streamline compliance reporting, and tracked key performance metrics to inform product strategy and operational decision-making

JPMorgan Chase New York, NY
Global Philanthropy Strategic Intern Summer 2019

- Performed market and sector analysis to support the expansion of the South Bronx Entrepreneurs of Color Fund, identifying high-potential industries for investment among minority-owned businesses across the Greater Bronx, Washington Heights, and Harlem

Solaset.com Germantown, MD
Founder September 2016 – January 2019

- Raised non-dilutive capital from the Air Force Research Lab Commercialization Academy to launch a fintech-enabled solar financing platform in African markets
- Sourced and validated the investment opportunity through 60+ interviews with solar operators; identified structural financing gap limiting adoption

- Built and negotiated partnerships with 25 solar companies across 4 markets, building an early-stage supply pipeline
- Drove product development from concept to MVP, working cross-functionally with engineering and design teams

Washington DC Economic Partnership Washington, DC
Technology and Entrepreneurship Intern February 2016 – April 2016

- Executed founder-focused events and ecosystem programming, fostering engagement across the Washington, DC startup and venture community
- Partnered with early-stage founders, investors, and ecosystem stakeholders, developing a strong understanding of venture formation, fundraising, go-to-market strategy, and startup scaling
- Authored and published articles analyzing the advantages of building startups in the Washington, DC region, highlighting the ecosystem's access to talent, capital, customers, and strategic resources

Draper University San Mateo, CA
Entrepreneur in Training (Full Scholarship Recipient) September 2015 – November 2015

- Selected for highly competitive Silicon Valley program founded by Tim Draper
- Built and pitched workforce training startup over the course of the program; placed Top 10 on Demo Day among global cohort
- Developed core skills in customer discovery, fundraising, and venture strategy through direct engagement with founders and investors

Founder Institute Sydney, Australia
Startup Intern March 2015 – June 2015

- Supported execution of startup events and founder programming within the Sydney ecosystem
- Engaged with early-stage founders and investors, gaining exposure to venture formation and scaling dynamics

Georgetown University Medical Center Washington, DC
Neuroscience Research Summer 2013 and 2014

- Conducted epilepsy research in a lab setting; presented findings at the NIH STEP-UP symposium
- Co-authored peer-reviewed publication on seizure suppression mechanisms in the CNS Neuroscience & Therapeutics journal (doi:10.1111/cns.12296)

EDUCATION

University of Illinois Urbana-Champaign, Geis College of Business May 2026
Master of Business Administration (MBA), Mergers & Acquisitions (Finance) GPA: 3.96/4.0

Berea College, Berea, KY May 2020
Bachelor of Science in Business Administration and Management (Full Scholarship) GPA: 3.93/4.0

Rensselaer Polytechnic Institute, Troy, NY May 2013 – May 2015
Coursework toward a Bachelor of Science degree in Chemical Engineering GPA: 3.50/4.0
Student Exchange, University of New South Wales, Sydney, Australia Spring 2015

SKILLS

Advanced Excel • Advanced PowerPoint • Financial Modeling • Statistical Analysis • Market & Competitive Analysis • Executive Communication • Strategic Planning • Power BI • Capital IQ • Salesforce • Pitchbook

Hillary Ekua Quansah

Jersey City, NJ / New York, NY | (240) 233-4198 | hillaryq@gmail.com | forpearsonventures.com

Application Questions and Answers:

1. **Across the investing spectrum, from venture through growth, buyout, equities and debt, why are you interested in early-stage venture?**

   I am drawn to early-stage venture because I love the 0-to-1 process. There is something thrilling about starting with an idea, exploring a problem, researching the market, testing assumptions, pivoting when you are wrong, and searching for something that works and that customers will pay for. Building my own startup gave me firsthand exposure to that process and to just how difficult it is. Before a startup becomes an organization with established processes and predictable execution, almost everything is still being figured out. I love those small beginnings and the process of watching zero become one.

2. **Much of the job will be sourcing investment opportunities and connecting with founders. What skills and experiences transfer most directly to this role, and what would be newest to you?**

   My approach to sourcing began with learning the Lean Startup method in college: get out, ask questions, and follow the evidence. When a venture my team was building failed initial validation, we pivoted, interviewed roughly 120 people in one weekend, and within three weeks developed a new thesis that made us finalists for Dreamit Ventures' health accelerator. I've applied that same curiosity and resourcefulness ever since, sourcing startups for Founder Institute and Washington DC Economic Partnership ecosystem events and later identifying companies aligned with business needs and investment themes at Wells Fargo Strategic Partnerships. The newest area would be deepening my experience in transaction execution.

3. **What is a product or service that you have encountered as a learner that you enjoyed using, and why?**

   YouTube. When I moved from Ghana to the U.S. at 12, I struggled with the jump in the level of math, particularly algebra. A substitute teacher eventually explained it in a way that clicked, and I realized that difficult concepts were often about finding the right explanation. Unable to afford tutoring, I turned to YouTube and found teachers whose styles worked for me, like PatrickJMT for math and Walter Lewin for physics. YouTube became my free, personalized tutor. I never earned below an A in math afterward, completed Calculus II in high school, and graduated 10th in a class of 565. In the age of AI, I think there is a massive opportunity to bring textbooks to life through video, interactive content, and explanations tailored to how each student learns.