

Hillary Quansah

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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 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 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 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
Technology and Entrepreneurship Intern**

Washington, DC
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
Entrepreneur in Training (Full Scholarship Recipient)**

San Mateo, CA
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
Startup Intern**

Sydney, Australia
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
Neuroscience Research**

Washington, DC
Summer 2013 and 2014

- Conducted epilepsy research in a lab setting; presented findings at 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
Master of Business Administration (MBA), Mergers & Acquisitions (Finance)

May 2026
GPA: 3.96/4.0

Berea College, Berea, KY
Bachelor of Science in Business Administration and Management (Full Scholarship)

May 2020
GPA: 3.93/4.0

Rensselaer Polytechnic Institute, Troy, NY
Coursework toward a Bachelor of Science degree in Chemical Engineering
Student Exchange, University of New South Wales, Sydney, Australia

May 2017 – May 2015
GPA: 3.50/4.0
Spring 2015

SKILLS

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