

# Greg Sadler

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## EDUCATION

### TUCK SCHOOL OF BUSINESS AT DARTMOUTH

*Candidate for Master of Business Administration degree, June 2026, Top 10% of class*

Hanover, NH

2024-present

- Led a student consulting project assessing market size, competitive dynamics, and expansion opportunities for a \$1B AI company, delivering strategic recommendations to senior leadership.
- Co-Chair, Tuck Volunteer Club; Teaching Assistant for Economics and Private Equity courses; member of Technology Club

### BRIGHAM YOUNG UNIVERSITY

*Master of Science, Computer Science, emphasis in Machine Learning, Data Science*

Provo, UT

2017-2019

*Bachelor of Science, Statistics, minors in Business Management & Computer Science, 3.9 GPA, Summa cum laude*

2012-2017

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## PROFESSIONAL EXPERIENCE

### Blu Venture Investors

Washington DC

#### *Venture Fellow*

2025

- Evaluated investment opportunities across AI, cybersecurity, and fintech sectors, analyzing market trends, competition, and technical differentiation, and assessing valuation, deal terms, and return scenarios.
- Using AI development tools, built and deployed a cloud-based cap table and ownership data platform used to evaluate ownership, dilution, and exit outcomes, accelerating venture investment decision-making and reducing analysis time by 5x.

### ZEST AI

Seattle, WA

#### *Senior Data Scientist*

2022-2024

- Led development of AI credit risk models to inform underwriting strategy across billions in loan volume, shaping risk-return decisions for major financial institutions; translated model outputs into executive-level insights driving multi-million dollar increases in approved volume.
- Led stakeholder alignment across business, legal, and technical teams to drive adoption of AI solutions in regulated environments.
- Reported regularly to senior bank/client stakeholders on the model development process including data gathering, model training, and model implementation.
- Owned end-to-end product and technical strategy for a proprietary AI platform, leading cross-functional teams to balance technical, commercial, and regulatory considerations, resulting in adoption by 100+ financial institutions.

### ERNST & YOUNG

Seattle, WA

#### *Senior Technology Consultant, Data Science & Analytics*

2019-2022

#### *Digital Marketing Testing Strategy, \$100B Leading Shoe & Apparel Company*

- Redefined digital marketing experimentation strategy across app, web, and email channels by identifying key performance drivers, designing testing frameworks, and synthesizing results into executive recommendations that guided multi-million dollar investment decisions and drove significant revenue growth.
- Implemented a data centric marketing strategy by coordinating the adoption and technical execution of various teams working cross functionally with engineering, creative, and data science teams.

#### *Digital Transformation & AI Enablement Project Management, \$40B Commercial Vehicle Manufacturer*

- Led a team of 6 analysts and software engineers to develop an AI enabled cloud-hosted search engine, reducing information retrieval time by 90% and saving hundreds of thousands in labor costs.
- Collaborated with clients to gather requirements, created a project roadmap, designed the technical architecture, and led the implementation.

#### *Digital Transformation Data Reporting and Visualization Project Management, \$8B Retail Company*

- Developed executive dashboards standardizing financial and audit data across the enterprise, enabling benchmarking, performance tracking, and course-correction by the CFO.
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## SKILLS/PERSONAL

- **Business Analytics:** Executive dashboards & KPI design, Customer Segmentation & Churn Analysis, Forecasting & Predictive Modeling, Optimization Modeling & Prescriptive Analytics, A/B Testing, Attribution modeling, AI Governance
- **Programming Languages:** Python, SQL, JavaScript, R
- **Visualization:** Tableau, Power BI, Excel, PowerPoint
- **Cloud & Data Platforms:** Databricks, Snowflake, Spark, Google Cloud, AWS
- **Hobbies:** Trail Running, Hiking, Sports Analytics