

# Scott Pao

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## EDUCATION

**Texas A&M University, Mays Business School**  
*Master of Business Administration*

College Station, TX  
December 2024

**University of Kansas**  
*Bachelor of Science, Finance Concentration in Business Analytics*  
GPA: 3.67/4.00  
Honors: Business Honors program, Top 10% of KU business students

Lawrence, KS  
May 2017

## EXPERIENCE

**Moss Adams**  
*Telecommunication Consultant*

Overland Park, KS  
July 2020 – May 2023

- Assemble financial forecast projections for 150+ Telecom companies with 300M in annual revenue
- Screen associates' cost studies, quarterly forecast, and financial forecasts for accuracy, generating over \$450k for MossAdams
- Lead the Asian Business resource group in the Kansas City office of 45 people; participation increased 10x
- Collaborate with different teams over Microsoft teams during weeklong cost analyses for 4+ months
- Elevated to Y2 consultant after exceeding expectations in Excel skills, coachability, and thriving in an unpredictable remote work setup as a top-performing Y1 consultant.

**Sprint**  
*Sale Supervisor*

Lee's Summit, MO  
July 2016 – Oct 2017

- Promoted most junior sales supervisor managing 22 employees for one of the top 50 highest-grossing stores
- Directly managed a monthly sales target of \$400K, achieving 40% y-o-y growth
- Spearheaded initiative that brought the branch from Bottom 10 in the district to No. 1 within one month

**United State Navy**  
*Combat Construction Man*

Gulfport, MS  
Nov 2012 – Jan 2016

- Responsible and accountable for loss and damage prevention of kit worth 150K
- Promoted to Safety Supervisor to ensure the safety of the 200-personnel deployment
- Supervised crew of 12 on the most extensive project during 2<sup>nd</sup> deployment
- Completed most critical water storage project for submarines as part of a 12-member team

## LEADERSHIP & INVOLVEMENT

**Student Veterans of America**  
*President*

Lawrence, KS  
April 2019 – May 2020

- Selected as 1 of 120 SVA leaders to join the National SVA leadership institute in DC with Nancy Pelosi
- Led 6 officers and increased the SVA fundraising by 100%
- Created 4 scholarships for KU veterans to attend Student Veterans of America National Conference 2019

**Pave Advisors for Veteran Education**  
*Mentor*

Lawrence, KS  
April 2019 – Dec 2020

- Forged impactful relationships with 25% incoming military-affiliated students, facilitating their transition to civilian life by offering guidance and support
- Provided education, military benefits, and suicide prevention resources when challenging situation arose

## SKILLS, ACTIVITIES & INTERESTS

**Activities:** Spent 3 months (Oct 2017 – Dec 2017) in China exploring the country and understanding more of my heritage

**Interests:** Enjoy powerlifting and weight training to maintain physical and mental excellence