

Pete Mockaitis

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WORK EXPERIENCE

Optimality LLC (www.PeteMockaitis.com), Chicago, IL May 2002 to Present

President, Speaker, Author, Certified Myers-Briggs Type Indicator (MBTI) Practitioner

- Founded and grew business to full-time status, providing clients with independent expertise on accountability
- Represented by CAMPUSPEAK, an agency that represents fewer than 10% of speakers who apply
- Authored *Team Up* (December '09, 176-pages) and *The Student Leader's Field Guide* (December '05, 224-pages)
- Coordinated editors, designer, artist, endorsements, printer, and signing events for profitable book launches

The Bridgespan Group, San Francisco, CA

Feb 2009 to Aug 2009

Senior Associate Consultant

- Environmental foundation: Interviewed preeminent thinkers in conservation to glean lessons learned from the MacArthur Foundation's support for biodiversity hotspots
- Internal strategy: Reviewed landscape of youth development efforts to recast Bridgespan's field strategy

Bain & Company, Inc., Chicago, IL

Summer 2005; Oct 2006 to Feb 2009

Associate Consultant Intern, Associate Consultant, Senior Associate Consultant

- Retail: Facilitated redesign of a Fortune 100 retailer's merchandising and planning functions by collaborating with Bain management and client VPs, estimating savings under differing scenarios, and crafting new job descriptions. Client has since realized over \$50MM in annual savings
- Manufacturing: Enhanced investment decision-making by creating a comprehensive model interlinking the financial effects of waste, equipment downtime, line speed, staffing, wage rates, and material costs for one of the world's largest and worst-performing bakeries. Facility subsequently exceeded its productivity targets for five consecutive months—a historic first
- After school program: Worked directly with Executive Director to create a financial model identifying looming funding shortfalls; presented to Board of Directors, who implemented fundraising recommendations
- Insurance: Collaborated with the Site Director of each call center to design an integrated, real-time employee attrition tracking process and tool. Monthly attrition has since fallen from 10.6% to 6.5%

VOLUNTEER LEADERSHIP EXPERIENCE

Hugh O'Brian Youth Leadership (HOBY), Champaign, IL Summer 2001 to Present

Corporate Board President, Leadership Seminar Chair (HOBY Daddy), Speaker, etc.

- Played most roles associated with planning and executing one- to nine-day leadership seminars for 30 to 400 high school sophomore attendees per seminar
- Led staff of 52 to increase annual attendee growth rate from 4% to 20%, increase Net Promoter Score from 48% to 80%, and generate 15% financial surplus in first year as Leadership Seminar Chair

Model United Nations Illinois (MUNI), Champaign, IL

Nov 2002 to Present

Under Secretary-General, Secretary-General, President, Advisor

- Recruited, trained, and coordinated a staff of 57 to host three-day MUNI conference for 325 students
- Revamped pricing structure and employed creative cost-cutting measures to generate \$5,200 in net income—a 230% increase over previous year

EDUCATION

University of Illinois at Urbana-Champaign May 2006

College of Business (GPA: 3.88 / 4.00 | GMAT: 720 / 800 | ACT: 34 / 36)

Bachelor of Science in Business Administration: Organizational Administration

Bachelor of Science in Finance

Minor: Technology & Management (T&M)

T&M is a project-based curriculum for 40 students selected from business and engineering

Selected to serve as commencement speaker; addressed thousands at Assembly Hall

Chancellor's Scholar / Campus Honors Program