

# Michael J Neal

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## EDUCATION

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### THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

### THE UNIVERSITY OF CHICAGO DEPARTMENT OF COMPUTER SCIENCE

Sep 2024 – Jun 2026

*Master of Business Administration and Master of Science in Computer Science, Joint Degree Program*

- Concentration/Specialization: Finance, High Performance Computing; 1898 Scholarship recipient (merit-based award)
- Groups: Technical Lead of *Investment Banking Group*, Founder of *Quantum @ Booth*, Lead of *Norway Random Walk*

### UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN GRAINGER COLLEGE OF ENGINEERING

Urbana-Champaign, US

*Master of Science in Civil Engineering, High Honors*

Aug 2018 – May 2020

*Bachelor of Science in Civil Engineering, Honors*

Aug 2015 – May 2018

- Concentrations: Structural Engineering and Material Science
- Lead Teaching Assistant, President of *Honors Society*, President of *Earthquake Engineering Research Institute*, Dorm President

## EXPERIENCE

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### CENTERVIEW PARTNERS

Menlo Park, CA

*Summer Associate*

Jun 2025 – Aug 2025

- Advised CFOs and Boards across semis, software, gaming, and AI on shareholder activism, M&A scenarios, and capital allocation
- Built and audited DCF, SOTP, and merger models and reviewed analyst work to ensure precision under tight board-call timelines
- Translated shareholder, market, and financial signals into decisive actions during high-pressure strategic pivots

### DELOITTE CONSULTING

Chicago & Bay Area, US

*Consultant – Cloud Strategy Practice*

May 2022 – Sep 2024

*Post-Acquisition Go-to-Market Strategy for Fortune 500 Datacenter Services Provider*

- Built financial model isolating key drivers, enabling dynamic forecasting of revenue and cost impacts from synergies
- Owned data-driven customer segmentation, identifying that 6% of customers represented 50% of revenue for a key product
- Developed targeted cross-sell programs projected to increase ARR by 5-7% CAGR across product portfolio

*Infrastructure Transformation Financial Calculator for Deloitte Cloud Strategy Practice*

- Initiated a team of 7 to develop financial modeling tool that forecasts outcomes of infrastructure transformation scenarios
- Delivered sensitivity analysis for OpEx/CapEx and key investment metrics (NPV, IRR, ROI), contributing to 8-figure deal closures
- Connected live public and private data to incorporate market conditions, ensuring quality intelligence

*Platform Development & Operations for International Sports Event Organizing Body*

- Led cross-functional international team of 23 developers and specialists to design and launch a service/product provisioning app
- Orchestrated delivery across 3 concurrent workstreams, aligning near-term event readiness with long-term platform growth
- Analyzed 1M+ live competition data points to optimize data pipelines and infrastructure during large global event

*Analyst – Technology Cross Consulting Group*

Nov 2020 – May 2022

*Cloud Transformation for Leading Global Enterprise Software Provider*

- Awarded 'Outstanding Performance' for designing model tracking \$1B+ infrastructure asset depreciation for financial reporting
- Pitched proposal and billing model, securing follow-on IT services partnership to support \$3.4B (38%) cloud revenue growth
- Constructed data warehouse to monitor live technical info and flag issues/risks during migration of 280M+ monthly active users

*Go-to-Market Strategy for Leading Global Telecommunications Software Provider*

- Mapped client's digital assets into market-ready products, driving pivot from sales-led to product-led growth, lowering CAC 25%
- Standardized pre-sales scope, estimate, and contract process resulting in a 10% increase in sales conversion rate

## ADDITIONAL

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- **Infrastructure tech specialist:** Certified *AWS Solution Architect & Developer* and *Hashicorp Terraform Associate*
- **Collegiate debater:** 4<sup>th</sup> in state, Bronze in Nationals, led team in points; **Spanish speaker:** working proficiency, LatAm travel
- **Endurance athlete:** 1<sup>st</sup> in *Angel Island Half-Marathon*, 1<sup>st</sup> in *Yosemite Triathlon*, Top 10% in *Chicago Triathlon*
- **Club member** (*Union League, Olympic*); **outdoorsman** (wilderness guide, thru-hiker); **sci-fi fan** (*Arrival, Primer, Children of Men*)