



Middlefield Road, Palo Alto CA
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Andrew Tesler

Growth Specialist

A multilingual self-starter with experience in building startups from conception through seed funding. Expertise in sales, partnership development, management, and utilizing AI tools. Proven ability to handle customer service, data analysis, and project management. Seeking a role where I can make a significant impact by driving growth and fostering innovation.

Education

UC Santa Barbara

BA in Economics & Global Studies
Santa Barbara, California | Graduated December 2021

- Completed the Technology Management Program (TMP) certification.
- Created a website for tenant acquisition for a college landlord.
- Assisted professors with technology troubleshooting and formatting materials for online use.
- Organized a COVID-19 scavenger hunt for students on campus.
- Conducted a photo series for UCSB during the COVID-19 pandemic.

Foothill College

AA in Economics & Political Science
AS in Business Administration
Los Altos, California | Graduated April 2012

- Assisted professors with formatting materials for online use.
- Participated in Business plan competition
- Participated in Student Government

Certifications

- Technology Management Program (UCSB)
- Google Project Management Professional Certificate (Coursera)
- Google IT Support Professional Certificate (Coursera)

Languages

- English (Native)
- Russian (Native)
- French (Conversational)

Skills

- Salesforce
- Asana
- Zendesk
- Hubspot
- Google Workspace
- MS Workspace
- Wordpress
- Basic Coding

Misc.

Freelance - Event Manager
Various Locations | September 2010 - Present

Freelance - Box Office Staff
Various Locations | May 2014 - Present

Professional Experience

FreeFall - Director of Growth
Palo Alto, California | January 2024 - Present

- Developed comprehensive growth strategies, including user acquisition and retention plans, tailored for the pre-launch phase of the nonprofit app.
- Conducted thorough market research to identify target demographics, competitive landscape, and growth opportunities, informing strategic decisions.
- Initiated and planned future partnerships with key industry stakeholders to enhance brand visibility and set the foundation for user acquisition.

SpotOn - Account Executive
Palo Alto, California | August 2022 - September 2023

- Managed full-cycle sales from outreach to implementation.
- Developed an automated outreach tool interfacing with Salesforce to streamline follow-ups.
- Built and maintained lasting relationships with business owners.
- Trained and mentored new hires, contributing to team development.
- Recognized for achieving and exceeding sales targets

Nuro - Autonomous Vehicle Technician
Mountain View, California | November 2017 - April 2018

- Operated self-driving vehicles as part of the testing team.
- Assisted in the training and onboarding of new drivers.
- Conducted safety checks and ensured compliance with testing protocols.
- Provided feedback on vehicle performance and suggested improvements.
- Collaborated with engineers to address technical issues and enhance vehicle functionality.

HubHaus - Director of Operations & Housing Acquisition
Los Altos, California | January 2016 - November 2017

- Led expansion efforts through Series A funding, significantly growing the company.
- Managed housing acquisition, increasing property inventory by 30x.
- Developed and maintained strong relationships with landlords and agents.
- Created and executed marketing campaigns to attract new tenants.
- Oversaw event organization and office upgrades, improving operational efficiency.
- Played a key role in shaping the company's strategic direction and growth initiatives.

Rose & Crown - Bartender
Palo Alto, California | February 2016 - August 2016

- Re-designed both hard copy and digital menu

YourMechanic - Content Editor
Mountain View, California | August 2015 - May 2016

- Assisted with content creation and editing of remotely sourced materials.
- Oversaw contractors, ensuring timely and accurate content delivery.
- Created forms and templates for monitoring contractor progress and maintaining quality standards.
- Collaborated with the marketing team to produce engaging and informative automotive content.
- Enhanced website content to improve user experience and search engine optimization.

Ooma, Inc. - Data Analyst
Palo Alto, California | February 2015 - December 2015

- Analyzed and interpreted large data sets to support business decision-making.
- Developed reports and visualizations to communicate insights to stakeholders.
- Collaborated with cross-functional teams to identify and address data-related issues.
- Assisted in the optimization of operational processes through data analysis.
- Contributed to various projects, providing data-driven recommendations and solutions.