

# Eli Safaie-Kia

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## EDUCATION

**University of Southern California** — Marshall School of Business — Los Angeles, CA May 2024  
*Master of Science in Entrepreneurship and Innovation*  
▪ **Cohort #10**

**University of Southern California** — Marshall School of Business — Los Angeles, CA May 2023  
*Bachelor of Science in Business Administration, Emphasis in Entrepreneurship – STEM Designated*  
▪ **Honors & Awards:** Cum Laude, Dean's List  
▪ **Activities:** Chabad USC VP of Finance, Hillel General Board, Kappa Sigma Fraternity, Marshall Real Estate Finance Association, Moot Court, StandWithUs Emerson Fellowship, and TAMID.

## EXPERIENCE

**Seaside Ventures** — Los Angeles, CA Jan 2023-Present  
*Associate*

- Responsible for all top-of-funnel deal flow: reviewing pitch decks, taking first meetings, doing diligence, and scouting outwards for approximately 30 companies a week.
- Developed resources and partnerships to benefit portfolio companies, like discounts on frequently used products, subscriptions, and resources, allowing portfolio companies to improve productivity at a lower cost.
- Created weekly LP updates to inform on current status of portfolio companies, summaries of weekly deal flow, and fund updates.

**Handle Delivery** — Los Angeles, CA Jan-Jun 2022  
*Chief Growth Officer*

- Won first place in the 2022 USC TroyLabs DEMO Day Pitch Competition.
- Successfully launched two new locations and led all operations involved in opening a new store, for example, financing, hiring, leasing, and permitting.
- Created marketing plans to complement launch of new locations, generating over 3,000 new user signups and thousands of orders.
- Led efforts for purchasing of all company equipment including, but not limited to, EV fleet, mobile offices, and inventory.
- Created specific business development plans for each new store, maximizing revenue and hitting companywide growth targets.

**Duffl** — Los Angeles, CA Sep 2021-Jan 2022  
*Supply Manager*

- Compiled store and company-wide KPI data, guiding business development and inventory purchasing decisions.
- Strategically ordered \$100,000+ of monthly inventory from over 25 distributors, keeping the store adequately stocked.
- Coordinated deliveries with distributors to ensure low-stock items were replenished in a timely manner to minimize spoilage by tracking 650+ products and their respective quantities.

**Telos Capital Management** — San Diego, CA May-Aug 2021  
*Finance Intern*

- Developed a thorough understanding of stock and bond investment strategies, portfolio risk management, retirement planning, tax advantage/planning, and client relationship management.
- Produced retirement plans for clients, executing over 350 Roth conversions to better position clients for strategic retirement.
- Created dozens of marketing pieces used in prospective client meetings, during webinars, and on social media.
- Spearheaded partnership referral program with professionals from other industries to grow client base by over 30 new clients.
- Effectively learned to utilize financial programs like FactSet, Morningstar Advisor Workstation, Junxure, Tamarac, and eMoney.
- Shadowed and assisted portfolio managers during daily tasks to learn the methodology for conservatively trading a \$1B+ portfolio.

## LEADERSHIP & INVOLVEMENT

**USC Chabad** — Los Angeles, CA May 2022-Present  
*VP of Finance*

- Managed and oversaw organization's annual fundraising campaign, raising over \$650,394 for the 2022-2023 school year.
- Applied for and pursued USC funding to provide over 1,200 kosher meals to USC students for Shabbat dinners and other events.
- Planned and oversaw annual budget, including budgeting for organization trips, events, dinners, and staff salaries.

## SKILLS & INTERESTS

- **Advanced Digital Literacy:** Microsoft Word, Excel, PowerPoint, Access, and Outlook, Google Suite, Final Cut Pro, and Photoshop.
- **Languages:** Conversational Farsi speaker, fluent in Spanish.
- **Interests:** Venture capital, real estate, constitutional law.