Jacob Ramos
jakehramos@gmail.com | Cape Coral, FL | 925-520-5437 | LinkedIn

CAREER PROFILE

Motivated UCLA graduate with a strong foundation in product management, business development, marketing, and event planning. Experienced in developing product roadmaps and features, building strategic partnerships, cold and warm outreach, managing cross-functional teams, and driving innovative initiatives.

EXPERIENCE

Bruin AI (501c3 Non-Profit)   **Los Angeles, CA**
Founder, Internal Vice President   *May 2023 - Present*
- Founded UCLA's first AI-focused student organization, building a community for AI education and collaboration.
- Led cross-functional teams of engineers, marketers, and project coordinators to execute networking events, hackathons, and educational workshops, impacting over 1,500 students.
- Established partnerships with industry leaders like Cisco and Humane, securing $10k in funding and sponsorships, and created a talent pipeline for internships, enabling students to gain real-world experience.
- Implemented and managed a CRM system (HubSpot) to maintain relationships and track event attendance.

Southern California AI Responsibility Summit   **Los Angeles, CA**
Lead and Facilitator   *December 2023 - April 2024*
- Organized California's largest student-led AI conference with 400+ attendees and raising $25k through sponsorships.
- Oversaw event logistics, guest speaker coordination, audience engagement, ensuring seamless experience for attendees.
- Moderated a high-impact panel on the societal implications of AI with notable figures, including the Mayor of Beverly Hills, fostering a discussion on responsible technology use.
- Supervised a team of 25 volunteers, developing skills in project management, delegation, and event planning.

IDEAS Summer Program   **San Diego, CA**
Fellow   *August 2023-August 2023*
- Gained insights from experts in data science, philosophy, and computer science on ethical challenges surrounding AI.
- Worked with interdisciplinary teams to create project proposals for responsible AI development, enhancing skills in research, critical thinking, and collaborative problem-solving.

Next Level Football   **Pleasanton, CA**
Head Coach   *March 2016 - June 2019*
- Coached youth football for grades K-8, mentoring players in teamwork, leadership, and resilience.
- Planned and executed team-building activities and practice sessions, creating collaboration and mutual support.

EDUCATION

University of California, Los Angeles (UCLA)   **Los Angeles, CA**
Bachelor's of Arts in Philosophy   *Graduated June 2024*
- Relevant Coursework: Computer Science, Logic, Ethics, Epistemology.

Wharton Online Certification, Coursera   **Online Course**
Fundamentals of Quantitative modeling   *September 2024*
- Focused on linear, probabilistic, and regression models for business optimization and risk analysis.
- Applied mathematical functions to real-world scenarios including predictive analytics and decision-making.

PERSONAL ACHIEVEMENTS

- 1st Place Winner at UCLA Bruin Entrepreneurs competition for developing, innovative startup pitchdeck and prototype.
- Volunteered for 200 hours at the UCSD hospital from 2020-2021 at the height of the COVID-19 pandemic.
- Collaborated with Engineers Without Boarders to develop clean water solutions to communities in Uganda.

SKILLS

Technical: UX Design, HubSpot CRM, Python, C++, Data Analysis with Excel/Sheets, Notion, Figma, PowerPoint
Core Competencies: Product Management, Marketing, Business Development, Community Building, entrepreneurship.