Gabriel Quiroz



Experiences

Engineering Intern Product Management Intern Consulting Intern

Used Agile in

fast-paced

startup

environment

Involved in multi-million dollar project management

Collaborated with engineers, architects, and city officials

Incorporated stakeholder feedback to revise ideas

Researched client and sociocultural context Ideated within the constraints given

Client-

Centric

Solutions

Produced SWOT industry

analysis on client Rapidly ideated and chose Created best ideas

Always kept client informed

Business Model Canvas

Created

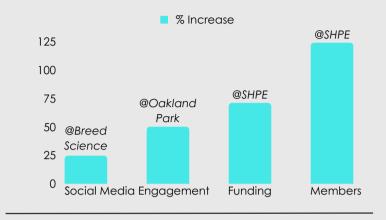
Drove industry

Conducted research on competitors and market

Presented solution as a presentation and report

Accomplishments

Continuous Improvement



Grit

- 4x800m Relay HS Record
- Academic Excellence Award
- Taught myself aerodynamics

Teamwork

- Built a 50lb plane with team of 15Devised a user-centric product in a
- Devised a user-centric product in team of 4, four different times

Communication • Evangelized club success to companies through both pitches and emails, raising \$12k in 2 mo.





Presentation Skills

Cumulative Audience Size



Exposure to Diversity + Lessons Learned

Cultural Diversity

Born and raised in Miami by two Peruvian immigrants

- Hard work > Natural Talent
- Each culture is uniquely valuable
- Words are only a small part of communication

Socioeconomic Diversity

Attended UPenn due to its status in Engineering and Business colleges

- Defining success helps make decisions
- Finances determine priorities
- Tolerance is not enough, acceptance is the end goal

Disciplinary Diversity

Transferred to FIU and majored in Interdisciplinary Engineering

- Interdependency is efficient
- Breadth > Depth for ideating
- A good solution considers not just the user but its system too