

Isaac Hernandez

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EDUCATION

The City College of New York

Bachelor of Arts in Economics, Minor in Public Policy. 4x Dean's List; Member, National Society of Collegiate Scholars (NSCS); Member, Association of Latino Professionals for America (ALPFA), CCNY Chapter. GPA: 3.7/4.0.

New York, NY

Expected May 2028

Bronx School of Law and Finance

High School Diploma. GPA: 3.8/4.0; Ranked top 10 in class; Recipient, Peter F. Vallone Scholarship.

Bronx, NY

June 2024

EXPERIENCE

Extern, in partnership with PwC and YouthBuild Global

July 2026 – August 2026

Fundraising Strategy Consulting Extern

Remote

- Designed a 6-segment donor and funder segmentation model spanning institutional and individual givers, prioritizing Government Agencies as the top segment using an affinity-and-capacity framework grounded in primary research and sourced evidence
- Built a weighted message architecture across 5 case pillars tailored to each donor segment's documented giving behavior, grounded in primary research and sourced evidence
- Designed and stress-tested a 16-touchpoint donor journey across the Awareness-Cultivation-Solicitation-Stewardship framework, identifying and closing multiple lapse-risk and friction gaps
- Built an AI-assisted content workflow using Claude to accelerate drafting at the Solicitation stage, pairing AI-generated drafts with a mandatory fact-check and scoring process to ensure accuracy
- Presented bi-weekly to approximately 5 to 8 PwC and YouthBuild Global professionals, incorporating stakeholder feedback into a live, iterative fundraising strategy
- Delivered a 4-part capstone presentation with a live AI-workflow demonstration and a sourced recommendation for scaling AI-assisted fundraising communications with a defined human-verification guardrail

Customer Service Representative

September 2024 – April 2025

PLS Check Cashiers

Bronx, NY

- Managed high-volume transactions and resolved customer conflicts, completing 10-15 transactions per hour across 8-12-hour shifts while serving over 100 customers per shift
- Processed payroll, government, and personal checks and completed bill payments for a high-volume retail customer base
- Promoted and sold PLS prepaid and debit card products to customers, consistently meeting a daily sales quota of 1 card per shift
- Operated a POS and CRM system processing exclusively cash transactions with full accuracy

Teacher Assistant (Seasonal, Summer Camp)

July 2024 – July 2024

NYC Department of Youth and Community

Bronx, NY

- Supported lead teachers across all grade levels, supervising students during activities and field trips while maintaining a positive learning environment
- Mentored and tutored individual students needing additional academic support in an inclusive, diverse camp setting

SKILLS

Data & Analytics: Python, Tableau, Microsoft Excel, Anaconda

Business Tools: Microsoft Word, VS Code, Canva, Data Entry, Payment Processing, Inventory Management

Core Competencies: Research & Analysis, Communication, Team Leadership, Client Relations, Adaptability

Languages: English, Spanish, French, Italian

CERTIFICATIONS

- Citi — Markets Quantitative Analysis (MQA) Job Simulation, Apr 2026: applied linear regression, a Python-based Monte Carlo simulation, the Black-Scholes equation, and cost-of-carry modeling to price options and structured products across equities, commodities, FX, rates, and credit markets
- Goldman Sachs — Risk Job Simulation, Dec 2025: conducted individual credit risk analysis using quantified financial data and developed risk mitigation strategies
- Deloitte Australia — Data Analytics Job Simulation, Dec 2025: built a Tableau dashboard and used Excel to classify data and draw business conclusions for a forensic technology case
- Boston Consulting Group — Introduction to Data for Decision Makers, Dec 2025: analyzed simulated ad campaign data and delivered a data-backed marketing recommendation
- Forage Academy — Data Labeling Job Simulation, Dec 2025: classified customer support messages for intent, sentiment, and PII; reviewed peer labeling and proposed a guideline improvement
- Bloomberg — Bloomberg Market Concepts (Essentials)