

MARIANO PARRÓ

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Experience

2020-present,
2013-2016

THE BOSTON CONSULTING GROUP

MIAMI, FL

Partner (2025). Member of Education, Employment & Welfare leadership team. Ex- Principal, Project Leader, Consultant and Associate in NY, Boston, & Melbourne. Selected for BCG Social Impact programs. *Recent casework: Workforce Development and Corporate Talent Strategy*

- Designed and implemented computer science and broadband workforce development and digital equity programs (\$100M+ in funds) across US states and territories fostering industry, K-12 and higher education partnerships.
- Launched statewide talent strategy and operations teams for state government, leading grants and scholarship programs in higher ed and K-12 and recruitment campaigns for employers and thousands of jobseekers.
- Developed new talent management product concepts (for sourcing and hiring) for a global HR & staffing firm.
- Defined the vision, services, and operating model of an office of education and workforce for state government.

Education Strategy

- Evaluated the business model for a new financial product to alleviate student debt burden at a public university.
- Performed multiple confidential due diligence analyses for private equity firms on EdTech companies.
- Assessed opportunities for a global nonprofit seeking to invest in digital learning tools for higher ed institutions.

Additional relevant experience

- Developed the broadband strategy and investment case for a US state to enable better adoption of digital services.
- Previously, worked across consumer, media, retail, financial, and tech sectors on strategy, procurement & ops.

2020-2023

PROTALENTO

BOGOTA, COLOMBIA / BOSTON, MA

Co-founder of venture-backed startup (Village Global, Bolsa de Valores Colombia); advisor

Co-led creation of EdTech platform that helps launch tech careers for youth in LatAm, accelerated at Harvard I-Lab

- Developed business model, hired leadership team, and led fundraising to launch 1st cohort of 50 students.

Summer 2019

QUONA CAPITAL (VENTURE CAPITAL FIRM)

WASHINGTON, DC / MEXICO CITY, MEXICO

Summer Investment Associate

Evaluate investment opportunities and deal sourcing in Latin America for VC firm focused on emerging markets.

- Led valuation and modelling analysis of the due diligence for two fintech investments through the deal process.

Summer 2018

INSTIGLIO (RESULTS-BASED FINANCING NON-PROFIT)

BOGOTA, COLOMBIA

Summer Associate

Participated in the launch of the 1st Social Impact Bond (SIB) in Colombia, focused on workforce development.

- Developed SIB's pricing model, cash flow analysis and payment metrics to incentivize long-term employment results and retention for vulnerable populations and supported negotiations with investors and government.

2016-17

SAVE THE CHILDREN INTERNATIONAL (SCI)

LONDON, UK

Strategy Manager & Guatemala Project Leader (1 out of 5 BCG Social Impact Secondees selected worldwide)

Managed the design and delivery of the High Performing Organization global priority to unify SCI systems and processes across ~60+ offices and led the Guatemala offices integration to create the largest regional non-profit.

- Developed business cases and coordinated 14 projects across support services with an annual budget of \$12M.
- Headed a team of designers & consultants to implement an HR cloud-based system for 17k users in 62 countries.

Education

2017-2020

HARVARD BUSINESS SCHOOL

BOSTON, MA

Master in Business Administration. Co-President of LATAM Club (2019-20). Member of Social Enterprise and Consulting for Social Impact Clubs. Harvard College Resident Mather House tutor (2018-19).

2017-2020

HARVARD KENNEDY SCHOOL

BOSTON, MA

Master in Public Policy. Awarded David M. Rubenstein Fellowship and George Leadership Fellowship. Research Assistant for project on US workforce at the Center for Social Policy ("Retraining for the Jobs of the Future").

2009-2013

UNIVERSITY OF PENNSYLVANIA

PHILADELPHIA, PA

Bachelor of Science in Economics, *cum laude*, concentrations in Marketing and Management. Elected President of Delta Sigma Pi Business Fraternity. Co-founder of Penn Soccer Association and student-worker at Penn Abroad.

Community

Year Up, Consultant: Created market landscape and licensing proposal for new business model in higher education.
Soccer Without Borders, Volunteer: Soccer coach for U12 boys' team focused on immigrant youth population.

Personal

Native fluency in Spanish. Interested in Latin American politics, literature, hiking treks, and food.