

JULIA N. GITIS

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OVERVIEW

Motivated, organized, and dynamic leader with experience in education, tech startups, and foreign policy.

EXPERIENCE

EDMODO

Product Manager

San Mateo, CA
Aug 2015- present

- Product Manager for Edmodo Spotlight, a global platform for teachers to find and share education resources.

THE HARKER SCHOOL

Director of Admission

San Jose, CA
2014-2015

- Managed Admission Office K-5 at largest independent school in CA and premier college prep school in the country.
- Represented the school; hosted large public events each month. Crafted messaging for thousands of prospective families.

GENERAL CATALYST PARTNERS

Entrepreneur In Residence

Cambridge, MA
2013-2014

- CEO & Co-founder of from.us, a collaborative video creation and sharing platform. Launched startup with MIT classmates, responsible for product vision, UX, sales and marketing strategy, and managed design and engineering teams.
- Gained traction with 500 users and won several startup competitions. GC selects one MIT startup to incubate each year.

PRESIDENTIAL MANAGEMENT FELLOW

Served in a selective U.S. Government rotational leadership development program, gaining experience in the “three Ds” of foreign policy- diplomacy, defense, and development.

Washington, DC
2010-2012

International Trade Specialist at U.S. DEPARTMENT OF STATE

Guangzhou, China

- Served in overseas diplomatic post. Promoted exports to South China, connecting US sellers with Chinese buyers.
- Conducted field research, wrote official cables on sensitive economic/trade issues for U.S. policymaker audience.
- Presented market analysis for US commodities such as wine and nuts. Held press events with Chinese media.

Evaluation Specialist at U.S. DEPARTMENT OF DEFENSE, PENTAGON

Washington, DC

- Launched inaugural Evaluation Strategy for the Joint Chiefs of Staff to measure military effectiveness in Af-Pak region.
- Collected, analyzed & communicated metrics on a high-visibility counter-insurgency training and deployment program.
- Awarded Joint Civilian Service Achievement Award (medal awarded by US Department of Defense).

Program Analyst at U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)

Washington, DC

- Managed US Government donor coordination in 38 countries, with oversight visits to Senegal, Ghana and Mozambique.
- Drafted talking points and briefed senior administration officials in preparation for quarterly Board meetings.

MASSACHUSETTS DEPARTMENT OF EDUCATION

Policy Analyst

Malden, MA
2009-2010

- Coordinated, researched, and wrote the state’s “Race to the Top” grant, which won \$250M in federal ed reform funding.

GREDOS EL ESCORIAL

International Education Coordinator and Teacher

Madrid, Spain
2008-2009

- Established 2 exchange programs with Bay Area high schools; Taught K-12 English as a Foreign Language.

LEADERSHIP PUBLIC SCHOOLS

Administrator and Teacher

Richmond, CA
2007-2008

- Taught English and SAT Prep; Served as Enrollment & Outreach Coordinator for a public charter high school.

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

MBA

Cambridge, MA
2012 – 2014

- Head Teaching Assistant, New Enterprises (MIT's foundational entrepreneurship class), Fall 2013 and Spring 2014.
- Board of Trustees at Fenway High School (served on Finance & Investment Committees).
- VP Entrepreneurship at Sloan Women in Management, Founder: FeMIT- Female Entrepreneurs at MIT.

HARVARD GRADUATE SCHOOL OF EDUCATION

Ed.M. International Education Policy

Cambridge, MA
2009-2010

- Chair and panelist: “Technology in Education” at 2010 Comparative & International Education Society Conference.

UNIVERSITY OF CALIFORNIA, BERKELEY

B.A. Interdisciplinary Studies (Science Policy)

Berkeley, CA
2003-2007

- Directed DECal, largest student-run education program in the country: 200 courses, 4000 students each semester.

LANGUAGES

- Fluent in English, Spanish and Russian; Beginner Mandarin Chinese.

VOLUNTEER

- Hack night coordinator for weekly hackathon hosted by Code for San Francisco, bridging tech and local city services.