

1. Mr. Maanie Hamzaee, Chair of Board of Directors

Maanie Hamzaee

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EXPERIENCE SUMMARY

Senior Director of Strategic Account Management at Coursera, leading the growth and optimization of a nine-figure portfolio of content partnerships across North America. I own portfolio strategy spanning revenue expansion, retention, and measurable learner outcomes, overseeing complex, multi-stakeholder institutional relationships. I drive cross-functional execution across Sales, Product, Marketing, Engineering, and Data to deliver scalable impact and platform performance at scale. By translating partner and market insights into product roadmap priorities—particularly in GenAI—I ensure innovation aligns with commercial objectives and long-term strategic value.

Operate at the intersection of external enterprise stakeholders and internal Product, Engineering, and Revenue teams to drive organizational alignment, change adoption, and scalable operating models.

AI, Program & Analytics Tools: OpenAI (ChatGPT), Gemini, Google NotebookLM; AI roadmap enablement and enterprise adoption strategy; Salesforce, JIRA; SQL, Tableau; KPI governance, OKR design, data-driven experimentation and revenue forecasting.

Patents: U.S. patent no. 10,349,717 (www.theKlipTrip.com).

PROFESSIONAL EXPERIENCE

Senior Director, Strategic Account Management **Coursera** **04/2025 – present**

- Lead growth and performance strategy for Coursera’s largest regional portfolio, driving sustained revenue expansion and multi-year retention across a nine-figure annual revenue base
- Own multi-year contract strategy, renewal negotiations, and expansion planning, driving net revenue retention and mitigating churn through structured commercial playbooks
- Direct a 12-person, multi-layer team overseeing the company’s largest regional portfolio; deliver regular executive briefings on revenue performance, AI rollout, and strategic priorities to Coursera’s executive team
- Source and evaluate new content opportunities—including MOOCs and degree programs—to expand Coursera’s offerings and meet evolving learner demand
- Drive enterprise adoption of Coursera’s GenAI solutions by operating at the intersection of partner stakeholders and internal Product/Engineering teams, influencing roadmap decisions to ensure feature development aligns with partner needs, scalability requirements, and long-term platform value
- Establish and monitor KPIs to track partner health, learner outcomes, and account performance, using data insights to inform strategy and executive reporting

Director, Partner Success**Coursera****09/2022 – 03/2025**

- Directed operating strategy and performance governance for the Americas consumer and degree segments, aligning revenue forecasting, OKRs, and cross-functional execution to business line growth targets
- Led business line OKRs and revenue forecasting for the Americas degree segment, synthesizing performance insights and delivering executive-level reporting to executive team to inform investment and growth decisions.
- Forecasted and managed revenue to plan for degree business segment
- Engaged strategically with Coursera's partners to ensure services meet their business needs, from implementation to contract renewal
- Led GTM initiatives to drive university adoption of Coursera's GenAI technologies, significantly enhancing platform engagement and retention

Senior Manager, Partner Success**Coursera****04/2020 – 08/2022**

- Demonstrated oversight and ensured the health and success of Coursera's B2C, Degree, and MasterTrack portfolio throughout the North America and LATAM regions
- Orchestrated university partner renewal initiatives in collaboration with Legal, Marketing, and Finance, achieving an outstanding 100% renewal rate
- Spearheaded the establishment of essential Degree OKRs and KPIs in conjunction with cross-functional leaders
- Efficiently managed a team of 10 direct reports, fostering a productive and cohesive work environment

Principal, Partner Success**Coursera****06/2018 – 03/2020**

- Effectively managed the degree relationship with partner universities, overseeing a diverse portfolio of programs from initial design stages to successful launch and beyond
- Aligned and coordinated a wide array of cross-functional teams, including Product, Design, Marketing, Engineering, Business, and Legal, to ensure the success of degree programs. This encompassed activities such as attracting top applicants, developing high-quality courses, and delivering an exceptional student experience
- Ensured smooth operations and streamlined processes associated with degree programs, promptly addressing any issues that arose to guarantee an exceptional student experience.

Associate Director**EAB****12/2015 – 05/2018**

- Led and managed a team of consultants to enhance member value and ensure strong relationships with universities participating in the Student Success Collaborative (SSC)
- Led development and expansion of new management consulting and professional services capabilities for university clients, partnering directly with Presidents, Provosts, and executive leadership teams to scope and deliver large-scale strategic engagements
- Developed and coordinated internal business and technical efforts during the merger of client-facing platform technologies, aligning various teams to drive successful outcomes
- Served as the Strategic Delivery lead for the largest four-year public university system in the United States, providing oversight for a budget of \$2M and ensuring strategic objectives were met

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|--------------------------------|------------|--------------------------|
| <i>Senior Associate</i> | EAB | 06/2014 – 11/2015 |
|--------------------------------|------------|--------------------------|
- Successfully managed the complete relationship lifecycle with eleven universities involved in the Student Success Collaborative (SSC), overseeing every stage from initial onboarding to technology platform implementation, user training, and consulting support
 - Acted as the primary senior point of contact for clients, working closely with project sponsors such as Provosts and Vice Provosts, as well as academic leaders including Deans and Chairs, to ensure a smooth and comprehensive implementation process followed by ongoing post-implementation support
 - Utilized Tableau to create insightful and visually engaging dashboards, enabling the identification of historical trends and patterns related to student success metrics
 - Demonstrated proficiency in writing and executing SQL queries spanning multiple tables, effectively fulfilling client requests and extracting relevant data for analysis and reporting purposes

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|---------------------------------|------------------|--------------------------|
| <i>Senior Consultant</i> | Protiviti | 07/2012 – 05/2014 |
|---------------------------------|------------------|--------------------------|
- Major Projects:
- Led the establishment of a Project Management Office (PMO) and successfully implemented a compliance program for a major broker-dealer in response to an amended Department of Labor regulation. This involved creating comprehensive trainings and communications for over 15,000 financial advisors, leading the development of client-facing deliverables, and conducting User Acceptance Testing for field-facing applications
 - Designed and documented individual performance plans, including goals and metrics, as well as incentive compensation plans for bank executives at a top 20 U.S. Bank, as part of a Data Governance Performance & Incentive Structure Design project. Defined Key Performance Indicators (KPIs) to measure process output, specifically aimed at quantifying data integrity across multiple banking units

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| <i>Consultant</i> | Protiviti | 08/2010 – 06/2012 |
|--------------------------|------------------|--------------------------|
- Major Projects:
- Conducted two Quality Assessment Reviews (QARs) for a federal bank and a telecommunications company, assessing their adherence to the "International Standards for the Practice of Internal Auditing." These reviews focused on evaluating each organization's compliance with industry best practices and standards
 - Led a comprehensive review of the capital expenditures process for a commodities management firm. Collaborated with key personnel through interviews and attended client meetings to gain insights into the existing process.

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| <i>Fixed Income Analyst</i> | NISA Investment Advisors | 06/2007 – 07/2008 |
|------------------------------------|---------------------------------|--------------------------|
- Conducted extensive research, analysis, compliance, and trade execution, overseeing a significant asset under management (AUM) of approximately \$85 billion
 - Employed statistical analyses on large data sets to optimize the fixed income portfolio, enhancing its performance and generating valuable insights

EDUCATION

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|--|--------------------------|
| University of Missouri: MBA, Emphasis: Finance (with Honors) | 08/2008 – 05/2010 |
| University of Missouri: BSBA, Emphasis: Finance (Magna Cum Laude) | 08/2003 – 05/2007 |

2. Dr. A. Zafer Acar, Board Member



A.Zafer ACAR is a full professor, business consultant, and author with extensive expertise in logistics, supply chain management, and strategic leadership. He holds two master's degrees—one in Business Administration and one in Logistics Management—and a PhD in Business Administration.

With over 20 years of logistics leadership in the army and more than 15 years in academia, he combines academic rigor with practical industry experience to deliver strategic advisory, design innovative business models, and lead organizational transformation. His work spans private sector companies, NGOs, and public institutions, contributing to high-level strategic initiatives that influence sectoral and policy directions.

His research and teaching areas focus on strategic management of logistics and supply chain, competitive strategies, innovation management, organizational capabilities, change management, and leadership. He has published extensively, including numerous articles in internationally indexed journals, conference papers, and six books in the field of logistics and supply chain management. In addition, he has written articles on logistics and strategic management for newspapers, magazines, and online platforms.

Prof. Dr. ACAR has delivered lectures, seminars, and professional training for diverse audiences in academic, corporate, and public sector environments, with a proven record in executive leadership and public speaking in English. He has taught at various European universities through Erasmus programs and has served as a visiting professor abroad.

He is currently serving as the Head of Logistics Management in the Faculty of Applied Sciences at Istanbul Bilgi University, continuing to bridge the gap between theory and practice, helping organizations enhance performance, embrace innovation, and adapt to change in dynamic markets.

3. Dr. Andrei Radulescu, Board Member



Personal information

Surname(s) / First name(s) RADULESCU ANDREI

Address 268-270, Maia Sisesti, Ap. 16, BUCHAREST (Romania)

Mobile 0040 730 727 516

E-mail(s) iemradulescu@gmail.com;

Nationality Romanian

Date of birth 19 November 1978

Gender Male

Desired employment / Occupational field **Macroeconomic & Financial Analysis / Research / Forecasting – Banking, Financial Markets, Banking, Central Banking, Academia, Think Tanks**

Work experience

Dates	01 March 2018 → 31 January 2024
Occupation or position held	Director of Macroeconomic Research
Main activities and responsibilities	Banca Transilvania – the largest institution in the Romanian Banking Sector Macroeconomic Analysis/Research/Forecasting - Romania, USA, Euro Area, and Moldova (real and financial sides of the economy), applying econometric tools, using data from Bloomberg, IMF, Federal Reserve St Louis, BEA, Eurostat, ECB, National Institute of Statistics, National Bank of Romania
Name and address of employer	Banca Transilvania 6A, Dimitrie Pompeiu, District II, Bucharest (Romania)
Type of business or sector	Banking
Dates	01 June 2014 → 28 February 2018
Occupation or position held	Senior Economist
Main activities and responsibilities	Banca Transilvania – the largest institution in the Romanian Banking Sector Macroeconomic Analysis/Research/Forecasting - Romania, USA, Euro Area, and Moldova (real and financial sides of the economy), applying econometric tools, using data from Bloomberg, IMF, Federal Reserve St Louis, BEA, Eurostat, ECB, National Institute of Statistics, National Bank of Romania
Name and address of employer	Banca Transilvania 6A, Dimitrie Pompeiu, District II, Bucharest (Romania)
Type of business or sector	Banking
Dates	14 August 2014 →
Occupation or position held	Senior Scientific Researcher
Main activities and responsibilities	Macroeconomic Analysis/Research on world, US, China, Euroland economies and financial markets
Name and address of employer	Institute for World Economy – ROMANIAN ACADEMY (Academia Romana) 13, 13 September Street, Bucharest (Romania)
Type of business or sector	Academic Research / Applied Macroeconomic Research
Dates	09 January 2012 → 31 May 2014

Occupation or position held	Senior Investment Analyst
Main activities and responsibilities	SSIF Broker / BRK Financial Group- a leading financial services company in Romania; the only (independent) stock brokerage company listed on Bucharest Stock Exchange (ticker BRK). Macroeconomic Analysis / Research: world economy, main developed economies (United States, Euro Area), Romanian economy. Fundamental financial analysis on listed companies (Bucharest Stock Exchange) - Equity Research Reports on several companies. The Reports estimated a target price for the following quarters and issued an investment recommendation. Macro Daily Brief - monitored the evolution of macroeconomic indicators and financial markets in developed economies and Romania. Monthly Macroeconomic Report - analysing and forecasting the evolution of main world economies (United States, Euro Area) and Romania and their impact for financial markets. Publishing articles on macroeconomic and financial markets topics.
Name and address of employer	SSIF BROKER 16, Splaiul Unirii, 8th Floor, 040 035 Bucharest (Romania)
Type of business or sector	Financial markets
Dates	01 October 2022 → 2023
Occupation or position held	Associate Teacher
Main activities and responsibilities	Teaching "Macro-financial Economics" at Master's Degree level
Name and address of employer	Academy of Economic Studies 6, Piata Romana, 010374 Bucharest (Romania)
Type of business or sector	University
Dates	01 October 2012 → 30 September 2014
Occupation or position held	Associate Teacher
Main activities and responsibilities	Teaching "Economic Policies of the European Union", "Financing International Business", "International Business".
Name and address of employer	Academy of Economic Studies 6, Piata Romana, 010374 Bucharest (Romania)
Type of business or sector	University
Dates	01 November 2011 - 30 September 2012
Occupation or position held	Associate Teacher
Main activities and responsibilities	Teaching "Economic and Financial Analysis" and "Business Plan"
Name and address of employer	SNSPA - National School of Political and Administrative Studies 6, Povernei, 010643 Bucharest (Romania)
Type of business or sector	University
Dates	01 November 2009 - 05 January 2012
Occupation or position held	Senior Investment Analyst
Main activities and responsibilities	Avantgarde Finance (Target Capital) - an independent stock brokerage company based in Cluj - Napoca. Macroeconomic Analysis / Research: world economy, main developed economies (United States, Euro Area), Romanian economy. Fundamental financial analysis on listed companies (Bucharest Stock Exchange) Equity Research Reports on several companies (FP, SIF1, SIF2, SIF3, SIF4, SIF5, BRD, TLV, BVB, TEL, ALR, COMI, EBS, ARS, ATB, BIO, SCD, RRC, ELMA, TGN, VNC, PTR, OIL, TRP, RTRA, PRSN, ALBZ, ARAX, IPRU, AVZU, NUTE, COTE, UPET, CERE, PREB, etc) The Reports estimated a target price for the following quarters and issued an investment recommendation. Daily Reports on the evolution of international financial markets. Weekly Macroeconomic Report - analysis of the evolution of macroeconomic indicators across OCDE economies. Publishing articles on macroeconomic and financial markets topics.
Name and address of employer	Avantgarde Finance (Target Capital) 133, Constantin Brancusi, 400 458 Cluj Napoca (Romania)

Type of business or sector	Financial markets
Dates	01 February 2008 - 31 October 2009
Occupation or position held	Investment Analyst
Main activities and responsibilities	Macroeconomic Research and Analysis of the main world economies (United States, Euro Area, United Kingdom, Japan) and of Romanian economy. Equity Research Reports on companies listed on Bucharest Stock Exchange (valuation of these companies, in-depth financial analysis).
Name and address of employer	Avantgarde Finance (Target Capital) 133, Constantin Brancusi, 400 458 Cluj Napoca (Romania)
Type of business or sector	Financial Markets
Dates	22 October 2007 - 31 January 2008
Occupation or position held	Economist
Main activities and responsibilities	Macroeconomic Research and Analysis of the main world economies (United States, Euro Area, United Kingdom, Japan) and of Romanian economy. Equity Research Reports on companies listed on Bucharest Stock Exchange (valuation of these companies, in-depth financial analysis).
Name and address of employer	Avantgarde Finance (Target Capital) 5, G. Musicescu, 400697 Cluj Napoca (Romania)
Type of business or sector	Financial markets
Dates	04 July 2005 - 30 November 2006
Occupation or position held	Macroeconomic Researcher
Main activities and responsibilities	I was a member of a Research Team responsible with the elaboration of a Monthly Report of Macroeconomic Analysis and Forecasting for the Portuguese Social Security Fund (the biggest investment fund in Portugal, capitalizing around EUR 7bn in 2006). The Report was focused on macroeconomic evolution and forecasting of main OECD member economies (United States, Japan, Euro Area and United Kingdom). It took into account the recent evolution of the macroeconomic indicators of these economies and their impact for the evolution of the financial markets. It also forecasted the evolution of the main macroeconomic indicators of these economies (GDP, inflation rate, unemployment rate, Central Bank policy rate) and their impact for the future evolution of the financial markets: stock markets, bond markets, credit markets and foreign exchange markets. The forecast horizon was 6 months - 12 months. The Report was used in the asset allocation decisions by the Board of the Portuguese Social Security Fund. Other tasks included: economic research on relevant topics of the world economy; monitor and analysis of the weekly macroeconomic indicators of the OECD countries; analysis and forecast of the Global Oil Market.
Name and address of employer	Porto Business School/Portuguese Social Security Fund 842, Rua de Salazares/Av. Fernão Magalhães 1862, 4149-002 / 4350-158 Porto (Portugal)
Type of business or sector	Financial markets
Dates	29 October 2001 - 28 October 2003
Occupation or position held	Analyst Trainee, Corporate Finance Department
Main activities and responsibilities	Economic and financial analysis of economic sectors and Portuguese companies. Comparative analysis of the Portuguese companies with European peers. Participation in several investment projects for the clients of the bank, including Metro do Porto, Casa da Musica
Name and address of employer	Banco Portugues de Investimento 284, Tenente Valadim, 4100-476 Porto (Portugal)
Type of business or sector	Investment Banking

Education and training

Dates	11 June 2023 - 16 June 2023
Title of qualification awarded	Executive Programme: A Strategic Bank Management Review

Principal subjects / occupational skills covered	Strategy Overview, Leadership and the Future of Work, Retail Banking, Digital Transformation Visiting Top financial institutions in Luxembourg – Luxembourg for Finance, ING, Banque de Luxembourg, KPMG, and Spuerkeess Within the Programme I had a macroeconomic presentation on Quo Vadis Europe at the Banque de Luxembourg
Name and type of organisation providing education and training	ATTF – House of Training Luxembourg 7, rue Alcide de Gasperi, L – 1615, Luxembourg
Level in national or international classification	Training
Dates	04 March 2011 - 17 January 2013
Title of qualification awarded	Post-Doctoral Degree in Economics
Principal subjects / occupational skills covered	Macroeconomics, European Integration, International Economics The Research Project: "Convergence and Divergence within the European Monetary Union", developed within the Central Bank of Romania
Name and type of organisation providing education and training	Academia Romana (Romanian Academy of Sciences) 125, Calea Victoriei, 010 071 Bucharest (Romania)
Level in national or international classification	Post-Doc
Dates	01 November 2001 - 19 December 2007
Title of qualification awarded	Ph. D., Economics/Major International Economics
Principal subjects / occupational skills covered	I completed a Ph. D. in International Economics within the Faculty of International Business and Economics, Academy of Economic Studies, Bucharest, in December 2007. The Ph. D. thesis "European monetary integration" treats the implementation of the monetary policy and budgetary policy within a monetary union - the case of the Euro Area. The thesis develops two empirical studies: one respects the Taylor rule for the monetary policy of the European Central Bank; the other one distinguishes between the cyclical and structural components of the budget deficits of the member countries of EU (15). A chapter of the thesis compares the evolution of the Romanian and Portuguese economies.
Name and type of organisation providing education and training	Academy of Economic Studies, Faculty of International Business and Economics (University) 41, Bld. Dacia,, 010 404 Bucharest (Romania)
Level in national or international classification	Ph. D.
Dates	01 October 2001 - 04 March 2004
Title of qualification awarded	Masters Degree in Economics
Principal subjects / occupational skills covered	International Finance, Macroeconomics, International Monetary Economics, Time Series Analysis, Econometrics. Masters thesis: "Fiscal Policy: an assessment of the Stability and Growth Pact".
Name and type of organisation providing education and training	University of Porto, Faculty of Economics (University) Rua Dr. Roberto Frias, 4200-464 Porto (Portugal)
Level in national or international classification	Masters Degree
Dates	01 October 1997 - 28 September 2001
Title of qualification awarded	Bachelor Degree
Principal subjects / occupational skills covered	International Finance, International Economic Transactions, International Trade, Investment Analysis, World Economy, Statistics, International Monetary Economics
Name and type of organisation providing education and training	Academy of Economic Studies, Faculty of International Business and Economics (University) 41, Bld. Dacia, 010 404 Bucharest (Romania)
Level in national or international classification	University Graduate

Personal skills and competences

Mother tongue(s)

Romanian

Other language(s)

Self-assessment

European level ()*

English

Portuguese

French

Spanish / Castilian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user
B1	Independent user	B1	Independent user	B1	Independent user	B1	Independent user	B1	Independent user

(*) [Common European Framework of Reference \(CEF\) level](#)

Organisational skills and competences

Leadership; Team spirit;

Good ability to adapt to multicultural environments, gained through my work experience abroad.

Computer skills and competences

Good command of Microsoft Office tools (Word, Excel, PowerPoint);

Good command of E-Views.

Driving licence(s)

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Additional information

Member of the Bretton Wood Committee since 2023

Author of the book "The Great Recession: from the world economy to the domestic economy", The Expert Publishing House, Bucharest, 2012.

Publishing Scientific Articles in several International indexed Reviews

Presentations on macro-financial topics (Speaker / Keynote Speaker) at International Conferences in Europe, Asia, America, and Africa (around 40 countries)

The analyses are published by Bloomberg, S&P/Capital IQ, Factset.

Publishing articles (hundreds) in Romanian Newspapers on macro-financial issues.

Participation to TV Broadcasts on macro-financial topics

3. Mr. Joe DeNoon, Board Member

Joe DeNoon

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Gardner, KS
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jddenoon@gmail.com

EXPERIENCE

Levy Restaurants, T-Mobile Center KCMO
-Bartender
August 2020 -present

Port Fonda, KCMO
-Bartender
August 2022 - December 2022

RA Sushi, Leawood, KS
-Bartender
June 2022-August 2022

Mr P'z Bar and Grill, Overland Park, KS
-Bartender
October 2020- June 2022

Plaza III Steakhouse, Kansas City MO/Overland Park KS
-Bartender
April 2018-March 2020

Local Tap, Overland Park KS,
-Bartender
June 2017-April 2018

Austin's Bar and Grill, Gardner KS
-Bartender
September 2016-May 2017

Blanc Burgers+Bottles, Kansas City, MO
-Bartender
June 2011-August 2016

Red Robin, Olathe, KS
-Bartender
May 2006-July 2011

EDUCATION

Johnson County Community College, Overland Park, KS

2006-2009, Associate of Arts

Johann Vanotti Gymnasium, Ehingen, Baden-Wurtemberg, Germany

2003-2004

Gardner-Edgerton High School, Gardner, KS

2001-2003/2004-2005

SKILLS

Extensive experience in both
Craft beer and cocktails
Intermediate wine and spirit
knowledge
Competent in an array of
bartending environments
from private parties and
upscale venues to volume
heavy night clubs and mom
and pop venues. Passionate
about crafting cocktails and
beer.

Competent in the workings of
restaurants and catering
venues. Able to line cook,
prep, table service, barside
service as well as tableside
cocktail showcase/wine
service.

LANGUAGES

Elementary knowledge of
Spanish and German

References available upon request