

PROFILE Dedicated to making negotiation and advocacy accessible to all, Rachel is passionate about translating skills, frameworks, and proven theory into relevant-to-me examples and actionable guidance. Her dynamic, hands-on approach to education has led her to teach in multiple arenas, including corporate training, executive education, and graduate-level negotiation courses for MIT. Rachel has designed negotiation curriculum for the MIT School of Engineering and Sloan School of Business, and guest lectured to audiences that run the spectrum—from creative university programs, local professional organizations, youth conferences, and corporate audiences. Along with her work as an educator, Rachel is an experienced strategist focused on innovation in complex environments. In this work, Rachel partners with clients as they pursue the tough challenge of developing the future of their business. Rachel works with individuals from the executional level to the c-suite as they negotiate conflicting goals, organizational complexity, and human dynamics to close deals and form effective, sustainable teams. Her notable clients include, Disney, NASA, and Boston Children's Hospital.

EDUCATION **Massachusetts Institute of Technology '19**
S.M., Engineering & Management, Thesis on Negotiation and Group Dynamics in Product Engineering

Belmont University '14
BFA, Design Communications

SKILLS Teaching • Curriculum Development • Negotiation & Advocacy Education • Innovation Strategy
Project Delivery Lead • Human-Centered Product & Service Design • Qualitative Research & Analysis

SELECTED EXPERIENCE **The Human Factor** • Founder, Teaching Lead

NOV 2020–PRESENT *Boston, MA* Responsible for developing curriculum for individuals, running custom training programs for organizations, and pursuing opportunities with those who normally don't have access to negotiation & advocacy education.

AUG 2021–PRESENT *Cambridge, MA* **Northeastern University** • Lecturer
Intro to Business Innovation; Responsible for course development and delivery for ~60 undergraduate students in Northeastern's D'Amore-McKim School of Business.

JAN 2021–JUN 2021 *Cambridge, MA* **MIT Sloan School of Management** • Lecturer
Power & Negotiation; Responsible for course development, delivery, and expertise in negotiation, influence, and advocacy as part of the MIT MBA program.

JAN 2018–NOV 2020 *Cambridge, MA* **Negotiation Consulting & Teaching** • Guest Lecturer
Delivered guest lectures within academia and to corporate audiences. Topics focus on negotiation for technical teams and negotiation for women & minorities.

JAN 2018 –JUN 2021 *Boston, MA* **Accenture Industry X** • Strategist
Led a multidisciplinary strategy team, partnering with clients from a blank sheet of paper to production of human-centered products & services. Notable clients include NASA and Disney StudioLab.

JUN 2014–AUG 2017 *New York, NY* **BBDO Worldwide** • Communications & Creative Strategy
Generated and executed creative strategic communications. Notable clients include: GE, Visa, AT&T, Dove Chocolate, Tropicana, and The American Red Cross.

HONORS & AWARDS Finalist, Ecosystem Innovation, Accenture GreaterThan Awards, 2020
Cannes Gold Lions (Entertainment & Cyber, 2016)
One Show Gold Pencil (Cross Platform Content, 2016)
D&AD Graphite Pencil (Branded Content & Entertainment, 2016)
Art Directors Club Gold Cube (Digital, 2016)
Young Gun International Award (Content and Engagement, 2015)