

# CORINNE CLINCH

AWARD-WINNING SOCIAL ENTREPRENEUR

## WORK EXPERIENCE

### Director of Business Development | Disruptive Solutions

Feb 2019 - Present | Remote work based in San Juan, PR

- Independently created and managed pipeline of new B2B cybersecurity clients and referral partners through networking, trade shows, and targeted marketing
- Formed relationships with C-level customers in investment, software, banking, healthcare, and travel
- Found new paths to market for under-performing services
- Created personal Act 20 consulting firm for tax optimization

### Director of Strategy | Glyph ID

May – Oct 2018 | San Juan, PR

- Worked closely with the CEO as an internal consultant to create an identity management tool (KYC) for financial service companies
- Researched, presented, and executed new strategies in areas such as branding, sales, partnerships, public relations, fundraising, and technical communication
- Created and lead internal processes for knowledge management

### CEO and Co-Founder | Rorus Inc. and Rorus Asia LLP

Sep 2013 – Jan 2018 | Pittsburgh, PA and New Delhi, India

- Raised \$1M+ in startup seed capital, grants, and awards
- Invented and patented new water filters (US20160158704 A1)
- Formed international business relationships and managed 10 remote and local employees
- Conducted cross-cultural usability and safety testing in India, Nepal, and Ghana
- Imported and sold 4,000 household water filters in India and donated 3,000 filters to Puerto Rico

### Water Filtration Researcher | NSF Grant

Summer 2013 | Limpopo, South Africa

- Designed and conducted experiments to test novel nanotechnology purification methods
- Evaluated user interactions with ceramic water filters and hygiene education

## EDUCATION

### Master's Degree in Biomedical Engineering

Dec 2014 | Carnegie Mellon University | 3.6/4.0

### Bachelor's Degree in Civil and Environmental Engineering and Biomedical Engineering

May 2014 | Carnegie Mellon University | 3.9/4.0

## AWARDS

- Forbes 30 Under 30, 2017
- SXSW 1st Place Startup Pitch, 2016
- SOCAP Social Entrepreneur Scholarship, 2016
- Infosys \$10,000 Inventor Award, 2015
- Healthcare Industry Scholarship, 2014
- Carnegie Mellon University, College of Engineering Dean's List, 2010-2014

## SOFT SKILLS

- Value-based leadership and community building
- Fundraising and reporting (more than \$1M)
- Academic and professional public speaking including audiences of more than 1,000 people
- Negotiation and conflict resolution
- Press and investor relations
- Talent acquisition
- Technical communication and education
- B2B sales and partnerships
- User experience research and human-centered design
- Marketing design, content creation, and copywriting
- Email campaign marketing and CRM integration
- Event planning
- Novice spoken Spanish, intermediate written Spanish

## TECHNICAL SKILLS

- Project management and budgeting
- Website design
- 7 programming languages, including Python
- Computational modeling
- Statistics and quality control
- Prototyping with hardware and electronics
- Technology field research in developing communities
- Inventive problem solving
- Social factors and health research

## VOLUNTEER EXPERIENCE

- Mentoring startups at Parallel18 accelerator
- Blockchain and entrepreneurship education
- Hot Metal Bridge Faith Community homeless outreach
- Boy Scouts of America medical and survival skills education