

HILAL BALIK

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EDUCATION

University of Southern California (USC)

Master of Science in Entrepreneurship and Innovation

Bachelor of Arts in International Relations and Global Economics, *magna cum laude*

GPA: 3.78 | Los Angeles, CA

Aug 2023 - May 2025

Aug 2021 - May 2025

WORK EXPERIENCE

Gallagher

Los Angeles, CA

Associate Consultant, Risk Management and Business Development

Aug 2025 - Present

- Manage nine active client accounts representing a \$145K self-generated portfolio with 100% retention and 223% of business-development goal attainment.
- Coordinate annual renewals, semiannual reviews, and pre- and post-renewal work across HR executives, CFOs, controllers, carriers, and vendors, delivering 13% to 46% premium reductions through risk strategy.
- Designed an AI-enabled renewal project-management system that generates timelines, organizes tasks, tracks stages, automates reminders, and analyzes documents for client managers.
- Built a performance dashboard tracking associate projections, prospects, and activity; recruited and trained four interns and developed onboarding, project tools, and structured workflows.

Purecious Jewelry (Startup)

San Francisco, CA

Growth & Operations Lead

June 2023 - Present

- Owned the digital consultation workstream across content, inbound messages, lead qualification, booking, follow-up, consultation materials, and CRM tracking, increasing lead-to-close conversion from 22% to 45% in three months.
- Developed repeatable customer-acquisition, consultation, and client-management processes that supported expansion from online operations into the first retail location.
- Built campaigns and partnerships generating 2M+ views and grew channel interaction from hundreds to consistent multi-thousand reach.

Bulldozer LA

Los Angeles, CA

Founder, Nonprofit Organization

Sept 2022 - Aug 2023

- Founded a social-impact arts initiative and led an eight-person cross-functional team to deliver a 100+ attendee showcase with USC and a Grammy-nominated artist.
- Secured a \$10K grant, negotiated 40% vendor cost reductions, and generated ticket revenue and media coverage through partnerships reaching 50K+ people.

LEADERSHIP & PROJECTS

NODE

National

Executive Director

May 2026 - Present

- Lead eight core team members and five East Coast contributors delivering a 170-200 attendee national conference on October 17, 2026, with an approximately \$10K budget.
- Run weekly operating meetings and manage workstream owners, deadlines, dependencies, centralized task tracking, speaker and sponsor pipelines, budget, programming timeline, and risk reviews.
- Secured the venue, several thousand dollars in sponsorships, and 23 speakers from the World Bank, Amazon, OpenAI, Slalom, L'Oréal, and C-suite leadership.

West Civic Platform

Project Lead

2025

- Led a 12-person team delivering a 200-attendee conference for students from 40 universities on a \$10K budget; directed a 30-student Washington, D.C. delegation and coordinated 54 government meetings, resulting in two congressional internships.

Dragon Kim Foundation

Irvine, CA

Management Intern; Volunteer Mentor

Aug 2020 - Aug 2021; 2024 - Present

- Managed performance tracking for 50 student ventures receiving \$250K in total funding, developed leadership programming for 100+ participants, and currently mentor two founder teams.

Additional Leadership

- Panelist, International Youth Conference (UNITAR/UNEP), 2025 | First Place, 180 Degrees Consulting Case Competition, 2023 | TEDx Speaker to a 300-person audience, 2019

ADDITIONAL SKILLS

Tools: Excel, Salesforce, Notion, Microsoft Project, Microsoft Copilot, ChatGPT, Claude | Languages: English (native), Turkish (fluent) | Interests: Oil painting, long-distance running, espresso