Jack T. Gross

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EDUCATION

California Polytechnic State University, San Luis Obispo September 2024 – June 2028
B.S. Business Administration: Information Systems *Minor: Computer Science*

- **GPA:** 3.9 | **Honors:** President's List (2x), Dean's List (6x)
- **Relevant Coursework:** Database Systems, Systems Analysis, Lean Six Sigma, Statistical Inference for Management I & II

EXPERIENCE

Zukunft.Gründen (Venture Studio) **Berlin, Germany**
Growth, Operations & AI Intern June 2026 – Aug 2026

- Grew the studio's sourcing database from 5 to 30 programs and 93 qualified startups by shipping an AI research agent (8 iterations) that vets accelerators and startups on stage, sector and traction.
- Built a 6-tab relational database, 5 auto-generated forms and an applicant scoring engine with Gemini, Apps Script and Google Sheets as the application and tracking system for the studio's new accelerator.
- Killed a proposed €3K/month CRM after mapping the company's first end-to-end workflow from 7 stakeholder interviews; presented the systems architecture to leadership twice.

Hemut (YC X25) **Remote (Fresno, CA)**
Go-to-Market Intern April 2026 – July 2026

- Owned outbound end to end for freight and logistics buyers, from ICP and signal criteria to list build, sequencing and cold calls.
- Recruited a referral partner to source warm leads through his network, opening a channel beyond cold outbound.
- Ran discovery calls with dispatchers and fleet owners, learning why trucking companies resist replacing legacy TMS software.

Coldforge **Remote (San Luis Obispo, CA)**
Sales Development Representative October 2025 – March 2026

- Analyzed 50+ weekly discovery responses to identify decision criteria and recurring buyer patterns.
- Ran 40+ daily outreach touches backed by data-driven prospect briefs on ICPs, personas and buying signals.

PROJECTS

FlipScan | Next.js, TypeScript, Gemini Vision, eBay Browse & Sell APIs **San Luis Obispo, CA**
1st Place, Cal Poly Vibe Coding Build Night (sponsored by ServiceNow) June 2026

- Shipped an AI thrift scanner overnight that prices items from a phone photo in 10 seconds with a flip score and buy verdict.
- Found the gap in a $200B resale market: eBay, Depop and Poshmark use AI for listing, none for the buying decision.
- Won 1st against CS and engineering students; built live phone-to-desktop sync so remote judges watched each scan.

Curb | Two-sided marketplace for short-term residential driveway parking **San Luis Obispo, CA**
Founder April 2026 – Present

- Ran a 69-response customer research survey: 88% already pay for parking and 57% have an empty driveway.
- Cut the in-garage option after data showed 83% wanted curbside vs. 16% in-garage, focusing the MVP on what cleared.
- Shipped the live site and waitlist on Next.js, Postgres and Vercel with a signup-tracking admin dashboard.

LEADERSHIP & INVOLVEMENT

Hack4Impact Cal Poly **San Luis Obispo, CA**
Product Manager September 2026 – Present

- Leading a 12-person team (8+ engineers, 2 designers, 2 tech leads) building free software for SLO nonprofits.

Interfraternity Council (IFC) **San Luis Obispo, CA**
VP of Public Relations & Alumni Outreach 2026 – Present

- Aggregating thousands of alumni records from 19 chapters into one master database for internships, jobs and outreach.

Cal Poly Entrepreneurs **San Luis Obispo, CA**
Director of Outreach November 2024 – June 2026

- Booked 20+ founders and VCs a year for 175+ average weekly attendees, vetting each speaker for fit and message clarity.
- Built an AI-assisted sourcing system that researched 100+ founders and startups to prioritize speakers, replacing manual lists.

Alpha Kappa Psi **San Luis Obispo, CA**
Vice President of Professionalism January 2025 – Present

- Lead a 13-member team; organized a Bay Area corporate tour of Google and NVIDIA for chapter members.

SKILLS & ADDITIONAL

Technical: SQL, Python, TypeScript, Next.js, Postgres, Google Apps Script, Vercel, database design, Excel, Google Sheets
AI: Gemini API and Vision, LLM API integration, agent design, prompt engineering, Claude Code, AI-assisted development
Product: Customer discovery, survey design, stakeholder interviews, workflow mapping, ICP/persona research, prioritization
Awards: 2x 1st Place, Cal Poly Vibe Coding Build Night • Audience Choice, Cal Poly Entrepreneurs • Outstanding Involvement, Beta Theta Pi