

Nash Rossi



✉ nash.rossi101@gmail.com

☎ (602) 421-2560

💻 www.nashrossi.com

A builder fueled by the belief that technology should act as a force multiple for people, not replace them. My 'why' is rooted in transforming organizations to move faster by putting the right tools into the hands of professionals, pushing the boundaries of what they can achieve. I am the leader who unites world-class teams and the glue that holds them together through the ups and downs, operating with the mindset that no task is beneath me if it contributes to the team driving measurable impact.

For my next chapter, I aim to join and contribute to a team looking to create broad-market transformation. Solving problems that reach beyond a small set of core users but rather entire industries. Where I can apply my knowledge and skillset at scale and accelerate that mission.

Work Experience

Apollo Global Management, New York, NY

December 2021 - Present

Investment Engineering, Head of Strategy & COO

Hire #1 of the Investment Engineering team. Built and embedded a new technical organization within the front-office of the business to solve complex investment lifecycle challenges, enabling the firm to hit aggressive growth targets.

- **Organization Scaling:** Served as functional COO to the CTO to grow a team from a 5-person to **100+ global organization** and established the firm's first Product Management role. Instilled a culture that thrives with the fast-paced nature of the front-office, building the foundational trust required to act as a core partner in solving the firm's strategic business challenges.
- **Product Architecture:** Designed end-to-end investment workflows for all Credit desks (Direct Lending, Asset-Backed Finance, Opportunistic, & Performing Credit), working with Portfolio Managers, Traders, Deal Teams, and Originators to identify cross-desk inefficiencies and areas for optimization. While implementing a platform approach of reusable technical solutions, creating firm-wide economies of scale.
- **0-to-1 Build (Olympus):** Led the greenfield development of Olympus, a proprietary front-office platform tailored to Apollo's unique operational alpha, comprised of custom-built applications integrated with best-in-class third-party tooling. Shipping 15+ bespoke applications to modernize the investment lifecycle. Flagship tools including:
 - **Origination Portal (Private & Public Deal Coordinator):** Centralized market monitoring and allocation framework to provide Portfolio Managers relative values analysis and aligned fund mandate pipeline supply, optimizing dry powder utilization and increasing deal throughput by 40%.
 - **LiMa (Liquidity Management):** Real-time liquidity engine for 250+ drawdown and evergreen funds; integrates trade date cash, leverage, and forecasted ladders to maximize capital deployment across public and private markets.
 - **Position Viewer (Firmwide Position & Risk):** Unified public/private holdings across \$800B+ AUM into a single data model with advanced risk analytics (CS01, WAL, Carry) and click-to-execute capabilities for connected trading venues.
- **User Adoption & ROI:** Drove the adoption of the Olympus platform to 500+ investment professionals across the firm and defined the multi-year value creation model that tied the Olympus platform outcomes to Apollo's core business growth metrics: Fee-Related Earnings (FRE) and Spread-Related Earnings (SRE).
- **Funding & Executive Alignments:** Secured C-suite buy-in to increase investment in the Olympus platform vision and extend tooling into Commercial Real Estate & Private Equity, resulting in a budget increase from \$3.5M to \$50M with an expanded team footprint globally.
- **AI Strategy:** Appointed to Apollo's AI Committee (Lab42) to lead the discovery of high-impact AI applications across the investment lifecycle. Conducted market-mapping and technical due diligence of external AI vendors to identify partners for integration, accelerating the "build-vs-buy" decision process for front-office tools.

PwC, New York, NY

January 2019 - December 2021

Technology & Innovation, Advisory Consulting

Lead consultant within the Intelligent Process Automation practice, architecting custom solutions to replicate manual workflows and eliminate operational overhead for Fortune 500 audit and tax clients.

- **Client Proposals & Engagements:** Achieved a 70% win rate across 80+ technical proposals, leading the full sales lifecycle from solution framing and pitch deck development to final closing
- **Client Delivery & ROI:** Delivered \$3M+ in cost savings and 100K+ hours in efficiency gains for Fortune 500 clients by leading automation and process improvement initiatives across financial services, healthcare, and consumer goods using process mining, RPA, and ETL solutions.
- **Technical Project Lead:** Served as project lead and primary developer for a global automation initiative at a major investment bank, securing an exclusive enterprise partnership for the firm.

Industry Expertise

Private Credit & Fixed Income Trading
Liquidity & Capital Management
Portfolio Management & Allocations
Quantitative & Operational Analysis

Education

Lehigh University, Bethlehem, PA

*Bachelor of Science, Industrial & Systems Engineering
Minor in Business Finance*

Technical Skills & Tools

Product & Strategy: *Jira, Confluence, Figma*
Order & Execution Management: *Everest, thinkFolio, Aladdin*
Research & Marketing Data: *Bloomberg, Pitchbook, Reorg*
Data & Engineering: *Python, Snowflake, SQL, Vue, Cursor*

Organizations & Interests

President of Institute of Industrial & Systems Engineers
Philanthropy Involvement: *SuitUp, Central Park Conservancy*
Aerospace & Exploration