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# ZUHAIRAH SCOTT WASHINGTON

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## Summary

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Collaborative, energetic, and resilient global business leader with over 15 years of experience crafting innovative partnerships and driving profitable growth at the world's most disruptive startups (i.e. Uber, Yelp/Qype) and most respected Fortune 500 companies. Passionate about working with companies that are building the future, solving challenging problems and improving lives.

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## Core Qualifications

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- Excellent oral and written communication
  - Operational and team leadership
  - Cross-functional team management
  - Billion dollar P&L management
  - Client relationship management
  - Strong attention to detail
  - Creative problem solving
  - Driving profitable growth
  - Strategic decision making
  - Strong bias towards action
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## Experience

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**Venture Partner** **01/2018 to Current**  
**NextGen Venture Partners** **Washington, DC**

- Part-time VC at early stage venture capital firm evaluating and advising B2B and B2C startups.

**Consultant** **01/2018 to Current**  
**Egon Zehnder** **San Francisco, CA & Washington, DC**

- Leadership advisory consultant to high growth technology companies such as Zume, Roku and Airbnb.

**East Coast Regional General Manager** **10/2016 to 01/2018**  
**Uber Xchange** **Washington, DC**

- Tapped to lead East Coast operations for Uber's first internal fintech startup. Provided financing to prospective drivers to support their success as micro-entrepreneurs.
- Reporting to the CEO, led sales, customer experience, marketing, branding, real estate, hiring and talent development for 100+ FTEs. Turned underperforming market operating at a loss into second most profitable by cutting vehicle turn time by 70% in less than six months. Collaborated with marketing, legal, and product teams to drive significant supply chain improvements.
- Key member of executive team that conducted "build vs. buy" analysis that ultimately led to winding down US operations and pursuing external partnerships.

**General Manager, US Strategic Initiatives** **05/2016 to 10/2016**  
**Uber** **Washington, DC**

- Leader on internal strategy and planning team focused on increasing engagement, retention and brand loyalty among drivers.
- Successfully worked cross-functionally with Product, Engineering, Legal and Policy/Comms to operationalize customer obsession initiatives with internal and external stakeholders.
- Helped develop business case for improving driver satisfaction and brand loyalty. Results used to inform global "180 Days of Change" driver initiatives.

**General Manager, MidAtlantic Region** **08/2013 to 05/2016**  
**Uber** **Washington, DC**

- Owned regional P&L and business operations for Uber's 5th largest US market (DC-MD-VA). Responsible for growing trip volume 1300% and revenue 25x to a \$1B annual run rate.
- Led strategic marketing, operational and organizational initiatives that resulted in the region consistently being ranked #1 or #2 in profitability. Created and/or led digital marketing strategy behind innovative customer acquisition and engagement campaigns including uberICECREAM, uberKITTENS, etc).
- Managed supply chain for the core uberX product ensuring top of funnel, driver engagement, quality, churn and retention metrics to meet growing consumer demand.

**Founder & CEO****01/2011 to 08/2013****Kahnoodle****New York, NY & Dubai, UAE**

- Founded research-based mobile app that served as a Fitbit for your relationship. Built business from ground up employing lean startup principles. Raised capital from VC and angel investors. Created, defined, and designed all product features and applications. Executed and led go-to-market strategy, customer development, partnerships, and product management.
- Managed global team of design, marketing, and computer programming professionals to develop iOS mobile application.
- Recognized by Entrepreneur Magazine as one of "100 Brilliant Companies of 2012." Featured in TechCrunch, Forbes and others.

**Director of Business Development****01/2010 to 12/2010****Qype (acquired by Yelp)****London, England**

- Reported directly to the CEO and COO of Europe's largest local search and user-generated review website with 17M unique users in 10 countries and 7 languages. Sourced, negotiated, closed and managed new and existing B2C and B2B partnerships with leading media and eCommerce companies. Led Qype's online business directory partnership with Johnston Press integrating 234 local newspaper sites and Qype's M&A strategy within the Daily Deal business.
- Worked directly with Community Managers & Ad Sales to identify, negotiate, and implement strategic commercial partnership opportunities with major consumer brands (i.e. Virgin, Starbucks, etc.) to increase brand awareness and content distribution/licensing across digital and mobile platforms.

**Regional Vice President****09/2005 to 09/2009****MacFarlane Partners****San Francisco, CA**

- Reporting directly to the CEO, led regional business development, investment management and asset management as part of high-growth, entrepreneurial private equity firm with \$20B in AUM. Promoted two times within two years.
- Built Mid-Atlantic business from zero to \$5B in assets under management in three years as part of acquisitions deal team.
- Negotiated deal terms and structured joint venture agreements with strategic development partners and government agencies for \$2B mixed-use waterfront project. Represented firm at industry events/panels and with investors.

**Associate, Principal Investments Area****05/2004 to 07/2004****Goldman Sachs & Company****New York, NY**

- Evaluated strategic acquisitions and joint venture opportunities for a \$250M private equity fund. Built pro forma projections for new ventures. Developed company valuation, conducted due diligence, drafted mezzanine debt and equity term sheets.

**Associate, Strategy & Business Development****07/2004 to 09/2004****MTV Networks****New York, NY**

- Evaluated strategic acquisitions and joint venture opportunities in publishing and gaming. Analyzed financial statements, developed pro forma projections and presented recommendations to senior management to drive Video-On-Demand strategy.

**Associate, Entertainment & Media Practice****05/2003 to 07/2003****Booz Allen & Hamilton****New York, NY**

- Conducted post-merger integration analysis for a multi-billion dollar media conglomerate. Performed primary research and developed deck pages synthesizing findings and presented to senior management.

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**Education**

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**JD / MBA****2005****HARVARD BUSINESS SCHOOL & HARVARD LAW SCHOOL****Cambridge, MA**

Admitted into highly selective JD/MBA program. Vice President, HBS Entertainment and Media Club. Member, Venture Capital and Private Equity Club. Awarded Earl Warren and Sprint/NCLS Women's Leadership Scholarships.

**BACHELOR OF ARTS: POLITICAL SCIENCE****1999****UNIVERSITY OF CALIFORNIA - LOS ANGELES****Los Angeles, CA**

Graduated magna cum laude. Selected from graduating class of ~10,000 for Outstanding Senior Award. Awarded \$30,000 Public Policy and Int'l Affairs Fellowship. Elected Academic Affairs Commissioner. USA Today All-Academic Team.

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**Interests**

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Singing, international travel, Seattle Seahawks, creative writing, mentoring, angel investing and live music.