

Kenneth Anshewitz

Founder at Utilyze.ai | San Antonio, Texas | 210-634-3001

SUMMARY

Spent the last year building Utilyze, a utility analytics startup, focused on gas and water leak detection using meter data.

EXPERIENCE

KUBRA

Austin, TX

Corporate Strategy Analyst

Nov 2022 to May 2024

- Worked with leaders on strategies to build, buy, or partner across payments and [machine learning](#) products for utilities.
- Depicted competitive landscapes across water analytics by establishing market share, differentiators, and use cases.
- Leveraged Tableau to produce new dashboards and used SQL and other analytical tools to support business operations.
- Gathered minimum product requirements to accurately prepare business cases and return on investment models.
- Recommended strategy to reduce internal payment processing cost, increase revenue, and capture sustainability trends.
- Combined open banking and payment plan product capabilities to enable new use cases and expand market size.

Fiserv, Inc.

Alpharetta, GA

Product Strategy Analyst

July 2021 to June 2022

- Provided actionable insights to leadership on whether to build, buy, or partner across emerging technology and markets.
- Visualized data in Tableau from Oracle databases to identify trends about various business lines and products.
- Created models to determine addressable and attainable market size for data aggregation and mortgage use cases.
- Evaluated partners for cross-border platform based on reach, integration model, and account-to-account capability.
- Described concepts like buy now pay later, blockchain, and API microservices to leadership via presentations and reports.
- Maintained competitive intel to influence product teams on roadmaps as well as support sales during live deals.

BitChain Research

New York, NY

Creator - Part-time

Oct 2020 to October 2021

- Constructed website to share insights and data on emerging [blockchain technology](#) for retail and institutional investors.
- Engaged a venture capitalist by providing market and project specific analysis leading to actionable recommendations.
- Tracked 15+ blockchain VC portfolios and grouped 300+ tokens into sectors to screen for picks and benchmark metrics.
- Applied APIs and analytics to report on returns, active wallets, transactions, valuation, balances, and total value locked.

Northern Rock, Inc.

Cambridge, MA

Private Equity Intern

May 2019 to Jan 2020

- Executed PE activities at Harvard Innovation Labs by sourcing, modeling, and decking firms ranging from \$5M to \$100M.
- Analyzed investment memos to develop decks and submitted potential firms to the CEO for billion-dollar investors.
- Constructed basic LBO models to sensitize IRR based on capital structure, operating assumptions, and purchase price.
- Assessed value with LBO analysis and EBITDA multiples while maintaining required debt service coverage ratio.

EDUCATION

Florida State University, Tallahassee, FL

Bachelor of Science in Applied Economics and International Affairs

University Honors Program

Bright Futures Scholarship: Granted 75% of tuition and fees annually

AP Scholar with Distinction: Awarded to less than 10% of all AP students