

KARLA HANNAH

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PROFESSIONAL SUMMARY

Founder, AI builder, and operations leader who runs toward hard problems. 12+ years across education and business operations, an MBA from UC Davis (Beta Gamma Sigma), and full-stack AI systems designed, built, and delivered end to end: a client-delivered insurance analytics chatbot, a live NASA data explorer in production, and fully owned research infrastructure. Track record includes 33% revenue growth scaling an independent practice, 25% student learning gains from curriculum redesign, and a pattern of taking calculated risks on real stakes: a real client while peers ran simulations, a solo cross-country career leap, and a research institute built from zero.

EDUCATION

Master of Business Administration (MBA), UC Davis Graduate School of Management

June 2026

GPA: 3.858 | Beta Gamma Sigma Honor Society | ASMB President (Association of Student Management Board)

BA in Mathematics Education, University of South Florida

May 2015

KEY TECHNICAL PROJECTS

Ask Remy: AI Analytics Chatbot for Faroe Insurance (MBA Practicum)^{37 weeks · 27 tasks}

- **Chose a real client engagement** for the capstone while peers ran simulations; co-designed a full-stack conversational analytics system for insurance operations data
- Led cross-functional technical work across **Next.js frontend, FastAPI backend, LLM-assisted routing over deterministic SQL tools**, multi-company data architecture, domain-based access control, and a reusable customer-onboarding ETL pipeline
- Delivered to the client as a working demonstration system with a **complete technical handover**, the foundation for production expansion; **projected impact from stakeholder analysis**: 98% reduction in data query time, 92% faster claims cycle (72 hrs to 6), \$100-200K annual support savings

NASA Exoplanet Voyage: Live Public Data Explorer (Self-Directed)^{In production · exoplanet-voyage-dm63-zeta.vercel.app}

- Rebuilt the Ask Remy architecture on an unrelated domain to **prove the pattern transfers**: Python/pandas pipeline pulling live NASA Exoplanet Archive data into a normalized SQLite schema, wrapped in a FastAPI backend with **15 hand-validated endpoints**
- Designed and shipped a React/Vite frontend rendering **6,240 confirmed exoplanets** from their real measurements, deployed to production on Vercel through real deployment debugging

PROFESSIONAL EXPERIENCE

Founder and Principal Researcher, EduBlck Institute^{Pittsburg, CA · 2025 - Present}

- Founded a community-based research and consulting practice studying how AI adoption in grades 5-9 affects Black students, using Community-Based Participatory Research methodology; authored a working literature review across five research themes
- Built and **own the full research infrastructure in code**: four live survey instruments generated by a custom Google Apps Script builder, a serverless contact and lead pipeline (Apps Script web app, Sheets, email automation), and a hand-built website on an owned domain, at **zero vendor cost**
- Designed the site through a documented, research-cited methodology (sitemap, wireframes, content inventory, color theory, design system) as a client-facing proof of process

Operations Manager and Business Analyst, Concurrent Roles^{San Francisco Bay Area · Feb 2026 - Present}

- Manage core operations, digital infrastructure, and documentation systems for a technology services firm; lead marketing and digital strategy and translate campaign data into actionable recommendations
- Scaled a high-growth cohort funnel from **1 to 5 participants** through data-informed strategy refinement

Founder and Consultant, Karla Hannah Consulting*San Francisco Bay Area · 2021 - 2024*

- Scaled an independent practice from **\$60K to \$80K annual revenue (33% YoY)** across 5 mission-driven organizations, managing all operations, financial planning, and stakeholder relationships
- Redesigned a 7-standard math framework with 150+ aligned questions and 30 lessons: **25% improvement** in student learning outcomes and **104 teacher-hours saved per year**
- Served as Lead Site Director (Jul 2023 - Feb 2024): managed a \$15K budget and a program serving 84 students across 7 educators

Educational Operations Leader and Educator, K-12 and Youth Development*Florida and California · 2011 - 2021*

- Taught middle school mathematics for 7 years across Hillsborough County (FL), Oakland School of the Arts, and KIPP San Francisco; improved student math proficiency **12% YoY** and program attendance 15%
- Built assessment frameworks and performance dashboards; led curriculum redesign and trained cross-functional teams on new workflows

TECHNICAL AND CORE COMPETENCIES

Full-Stack AI Development (LLM routing, conversational systems) | Python, pandas, FastAPI, SQLite | JavaScript, React, Google Apps Script | Data Analysis and ETL | Strategic Planning and Execution | Process Optimization | Curriculum Design | Community-Based Participatory Research | Cross-Functional Leadership | Stakeholder Engagement

LEADERSHIP AND PROFESSIONAL INVOLVEMENT

- ASMB President, Association of Student Management Board, UC Davis Graduate School of Management
- Beta Gamma Sigma Honor Society | National Black MBA Association (NBMBA)