

Dylan Shalvarjian

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EDUCATION

California Polytechnic State University, San Luis Obispo, CA

B.S. Business Administration, Finance

GPA: 3.75 (Major: 3.9)

Graduation: May 2027

WORK EXPERIENCE

The Toko Project

Co-Founder & AI Consultant

Remote

February 2026 - Present

- Conduct AI coaching for a VP of Global Sales at an international brand, with results-contingent expansion to 4 direct reports
- Contacted over 2000 businesses, managing the end-to-end sales process and scaling the business from \$0 to \$10,000+
- Built a suite of AI agents spanning strategy, finance, legal, and software development to run lean, high-leverage operations
- Engineered a proprietary CRM software to manage outreach, client tracking, and day-to-day administrative operations

Palo Alto Networks

Cybersecurity Business Development Representative Intern

Santa Clara, CA

June 2026 – Aug 2026

- Proposed agentic automation and CRM consolidation to 40 managers and senior leadership across IT, operations, and AI
- Ranked first place across the entire BDR org three weeks in a row in Orum, achieving over 1000 cold outbound calls per week
- Named “MVP” of a national sales intern competition, role-playing an Account Executive in a Cortex XSIAM engagement
- Engineered an AI automation tool, cutting a daily manual workflow by 90% and using product mapping to support BDR sales

1982 Ventures

AI, Enterprise, & Fintech Winter Analyst

Singapore

November 2025 – December 2025

- Built an AI agent to enrich 20,000+ data points across 3,000 investor and LP records, cutting 100+ manual hours to under 10
- Created unit economics models and an investment memo for Aolani (NVIDIA Tier 1 cloud infrastructure partner), synthesizing fragmented contract and benchmark data across three deals to inform a formal partner-level presentation
- Opened a new industry vertical in SEA prediction markets for the firm, tackling prospecting, valuation, and C-suite outreach

Ernst & Young (EY)

Financial Services Group Intern • Return Offer Extended

San Francisco, CA

June 2025 – August 2025

- Leveraged Excel to process, clean, and analyze large datasets for financial due diligence, identifying key discrepancies
- Assessed internal controls and consolidated audit findings into stakeholder-ready deliverables for high-value engagements

Kardder

GTM Strategy

Multiple Locations, CA

November 2024 – December 2025

- Collaborate with the COO on company restructuring, leadership development, and go-to-market product and revenue strategy
- Conceived a multimodal AI agent (text, image, voice) adopted as the primary differentiator in the company's seed raise deck
- Owned end-to-end execution of a kickoff campaign, leading a team of seven, growing the user base 3x in 10 weeks (MAU)

Orfalea College of Business

Financial Accounting Instructional Teacher's Assistant

San Luis Obispo, CA

March 2024 – June 2024

- Selected as a top 1% performer among 182 students, leading tutoring and office hours, and growing pass rate from prior years

LEADERSHIP & AWARDS

Zeta Beta Tau Fraternity

Community Service Director & Cal Poly New Member of the Year

San Luis Obispo, CA

September 2023 - June 2025

- Led a team of five to drive over 3,000 service hours by piloting new initiatives, surpassing the historical chapter goal by 2x
- Selected among over 1000 Greek life freshmen to be honored with an award commending leadership, impact, and academics

National Outdoor Leadership School (NOLS)

Team Member and Interim Expedition Leader

Heiltsuk Territory, BC

June 2022 - July 2022

- Undertook a 30-day, fully remote, kayaking expedition with a team of 13, traveling 200+ nautical miles in untouched territory

SKILLS & INTERESTS

- Licenses:** Securities Industry Essentials (Expected Fall 2026), ML & GenAI Applications (Various from Microsoft)
- The Misogi Challenge:** Take on a daunting task with a 50/50 chance of success to cultivate resilience, humility, and growth
 - Most Recent:** Vipassana retreat—observed noble silence for 10 days and completed 100+ hours of deep meditation
- Remaining curious** with immersive travel, personal finance, entrepreneurship, community-building, philanthropy, and more