

# DINO BILANKOV

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## experience

- 2023-present **DB ACADEMY GROUP, Chief Executive Officer & Founder** **PHOENIX, AZ**  
*Premier provider of financial planning and analysis (FP&A) services to investors and executives with world-class standards*
- Thought partner to executives, providing an objective and unbiased view on their complex business problems and strategy
- 2021-2023 **UNITEDHEALTHCARE, Chief Financial Officer for Southwest Markets (E&I Business)** **PHOENIX, AZ**  
*The largest managed health care company in the world, serving ~50 million people across four lines of business*
- Manage a P&L with \$2.5B in revenue across the AZ/NM/CO/WY markets, in which we collectively serve ~1M members
  - Provide key strategic guidance and analyses to the rest of health plans' executive leadership, supporting the creation and execution of the business plan, driving market performance to achieve commitments, and leading the financial forecasting process in partnership with the Actuarial Pricing, Underwriting, Affordability, Network, and Sales teams
- Prior roles at UnitedHealthcare:
- 2021-2021 **Vice President of Corporate Strategy & Business Development** **MINNEAPOLIS, MN**
- Responsible for strategic and business development efforts of the ~\$250B UnitedHealthcare enterprise, engaging leaders across all lines of business and functional areas to create unified one-year business plans and three-year strategic plans
  - Support the Chief Executive Officer and Executive Council in a variety of initiatives across the company focused on growth, innovation, and diversification (e.g. strategic rationale analyses on a particular industry sector or an M&A target)
- 2017-2021 **Senior Director of Corporate Strategy & Business Development**
- 2017-2019 **Director of Corporate Strategy & Business Development**
- 2019-present **CARLSON SCHOOL OF MANAGEMENT, Adjunct Professor of Finance** **MINNEAPOLIS, MN**  
*Business school at the University of Minnesota, and a widely recognized leader in business education and research*
- **Master of Science in Finance:** Lead projects for a group of MS Finance students for their Experiential Learning Program requirement, teaching them how to analyze publicly traded health care companies and determine their valuation
  - **Undergraduate Program:** Teach "Financial Modeling," a course that provides students with significant practice building three-statement financial models, with a primary focus on the discounted cash flow method and sensitivity analyses
- 2016-2017 **WRLD & MARIE RAZORS, Founder & CEO** **BOSTON, MA**  
*WRLD: Video-based competition platform that brings together people from around the world to showcase their skills*  
*Marie Razors: Offering high quality shaving products for women on a subscription basis at an affordable price*
- Recipient of Rock Summer Fellowship – a competitive grant from HBS for aspiring entrepreneurs
- 2013-2015 **DIAMOND CASTLE HOLDINGS (DCH), Private Equity Associate** **NEW YORK, NY**  
*Generalist private equity firm founded in 2004 with ~\$2.0 billion of capital raised to date*
- Acquisition of ValueOptions by Beacon Health Strategies, a DCH portfolio company. Partnered with Bain Capital; Merger created the largest pure-play managed behavioral health organization in the United States (2014)
  - Fund recapitalization consisting of eight portfolio companies (2014)
- 2011-2013 **RBC CAPITAL MARKETS, Investment Banking Analyst** **NEW YORK, NY**  
*Premier investment bank that serves corporations, institutional investors, and governments around the world*
- Recognized as a top-tier analyst among 2011 class; received a third year offer
  - Worked on ~\$1.3B worth of transactions, financing private equity purchases of companies in the automotive sector

## education

- 2015-2017 **HARVARD BUSINESS SCHOOL (HBS)** **BOSTON, MA**  
Master in Business Administration, May 2017  
The GENiE Group – consultant for Prof. Regina Herzlinger's initiative for teaching innovation in health care
- 2007-2011 **UNIVERSITY OF MINNESOTA – TWIN CITIES** **MINNEAPOLIS, MN**  
Bachelor of Science in Business & Bachelor of Arts; Majors: Finance & Communications **GPA: 3.8/4.0**  
Commencement Student Speaker, Division 1 NCAA Tennis Team (Team Captain), Full Athletic Scholarship

## community

- HARVARD CLUB OF PHOENIX, Voting Board Member (2023-present)**  
**ARIZONA STATE UNIVERSITY – W.P. CAREY SCHOOL of BUSINESS, Executive in Residence (2024-present)**  
**HARVARD CLUB OF MINNESOTA, Former HBS Chapter Chair & Voting Board Member (2017-2021)**
- Organized the CEO Series: guests included CEOs of General Mills, Best Buy, UnitedHealthcare, Carlson Companies, etc.
- HARVARD COLLEGE, Former Admissions Interviewer for Minnesota applicants (2019-2021)**  
**WALL STREET WANNABE** ([www.wallstreetwannabe.com](http://www.wallstreetwannabe.com)), **Founder**

## personal

- Languages:* Croatian (native), Bosnian (fluent), and Serbian (fluent)  
*Interests:* Tennis, golf, jiu jitsu, guitar (played in HBS cover band), piano, baking, documentaries, and podcasts  
*Honors:* Outstanding Achievement Award (2 recipients among ~750 student-athletes), Top 5 Male Scholar-Athlete (2x)  
*Other:* #1 ranked tennis player in Croatia, 18 and Under Category (2005); ATP-ranked tennis player (2008-2010)