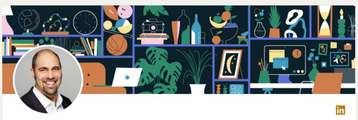

Pete Novak · 3rd

Your key to unclocking growth | Strategic Business Development Leader | Partnerships | Alliances | GTM | Advisor - Mentor | Fmr - Cambridge University P&A

New York City Metropolitan Area · Contact info

500+ connections

Message | + Follow | Book an appointment | More

Profile enhanced with Premium

Certopus
Columbia Business School

About

Supporting businesses with deep experience leading business development and strategic partnership initiatives; executing go-to-market strategies aligned with revenue performance objectives; utilizing leadership, communication, ingenuity, negotiation, and problem-solving skills driving successes; analyzing and presenting actionable data and recommendations to stakeholders; building strong alliances with business leaders, vendors, customers ar ...see more

Activity

3,801 followers

Posts | Comments | Images

Pete Novak posted this • 2w

I'm happy to share that I'm supporting Raj Bheda and Team as Founding Advisor at Certopus! Certopus makes future-proof, state-of-the-art microcredential and badging technology accessible to all organizations.

45 — 7 comments

Pete Novak reposted this • 1mo

Interested to get a glimpse into EdTech innovation and investment trends, covering a variety of education segments? Check out today's EdTech Shark Tank. It has been a pleasure to mentor startups in the summer cohort!

8

Pete Novak posted this • 2mo

I'm happy to share that I have joined @AshKaluarachchi and Kaajal Vyas' superb program at StartEd as a Mentor!

101 — 31 comments

Show all posts →

Experience

Founding Advisor
Certopus
May 2024 - Present · 4 mos
New York, New York, United States

Supporting the mission of making future-proof, state-of-the-art microcredential and badging technology accessible for all organizations around the world at a great value.

Business Advising, Mentoring and +2 skills

Mentor
Started
2024 - Present · 8 mos
New York, New York, United States

Supporting tech-enabled startups to advance education and workforce skills

Country Manager USA/Canada
Cambridge Assessment English · Full-time
Dec 2017 - 2024 · 6 yrs 2 mos
Greater New York City Area

· Led North America B2B business development and strategic partnership initiatives
· Executed strategic plans aligned with brand recognition and revenue objectives... ...see more

Competitive Analysis, Stakeholder Relations and +35 skills

Top ranked public policy graduate schools accept high-level Cambridge English exams

President
MBA ODYSSEY Inc
Oct 2008 - 2020 · 11 yrs 4 mos
Columbia University campus, New York

· Co-founded non-profit MBA program business school competition and conference
· Collaborated with Columbia University organizations creating program offering... ...see more

Competitive Analysis, Stakeholder Relations and +33 skills

Dartmouth's MBA Team Wins Seventh-Annual ODYSSEY MBA Games

EVP Business Development
Nobel Financial
Sep 2014 - Jun 2017 · 2 yrs 10 mos
Greater New York City Area

· Led global business development, product innovation and strategic partnership initiatives
· Defined and implemented strategic plans and processes aligned with performance objectives... ...see more

Competitive Analysis, Stakeholder Relations and +33 skills

Show all 8 experiences →

Education

Columbia Business School
Master of Business Administration (MBA), Marketing
Activities and societies: Founder of ODYSSEY; Founder of Telecom Club; Small Business Consulting Club;

Pricing strategy, Presentations and +22 skills

Brandeis University
BA, Economics
Activities and societies: Senator and Committee Chair of the Year; Co-President of International Club; Founder of Foosball Club

Presentations, Competitive Analysis and +4 skills

Licenses & certifications

AI for everyone
Coursera
Issued Jan 2024

Show credential

Product Development, Communication and +4 skills

Strategic Sales Management
Harvard Division of Continuing Education
Issued Mar 2023
Credential ID 23CB2VFFPXK8

Show credential

Sales Organization Leadership, Account Management and +14 skills

Show all 4 licenses & certifications →

Volunteering

Alumni Ambassador
Columbia Business School
Jan 2022 - Present · 2 yrs 8 mos
Education

Board Member - Chair Programs Committee
Felt Education
Nov 2022 - Present · 1 yr 10 mos
Education

Supporting work-life skills for refugees and immigrants with trauma-informed English classes. Developing partnerships and fundraising.

Show all 6 volunteer experiences →

Skills

Business Advising
Founding Advisor at Certopus

Mentoring
Founding Advisor at Certopus

Show all 74 skills →

Recommendations

Received | Given

Nicola Johnson MCIM · 3rd
Leader at Cambridge University Press & Assessment
December 13, 2023, Nicola managed Pete directly

Over the past few years, I have had the great pleasure of working with Pete, our Country Manager for US and Canada, on a decades long challenge for our organisation - ensuring that applicants possessing the relevant Cambridge English Qualifications can successfully apply to North American universities.

In just over two years, his creative, strategic vision has produced exceptional results. He has pioneered global initiatives to meaningfully engage with various stakeholders, partners and influencers, including agents, counsellors and education providers. For the first time, key organisations rapidly recognised the exams, achieving close to complete recognition in Canada and increasing recognition from appro ...see more

piri szabo · 3rd
Commercial Director-Americas na Cambridge Assessment English
December 12, 2023, piri managed Pete directly

I highly recommend Pete Novak for any professional opportunity that he may pursue. During my time as his line manager, I had the pleasure of witnessing his exceptional commercial skills, outstanding leadership and interpersonal abilities, as well as his proactive nature. Pete consistently demonstrated an impressive ability to drive sales and achieve targets. His deep understanding of markets and his strategic approach to business allowed him to consistently exceed expectations.

One of his most notable strengths lies in his outstanding interpersonal and leadership skills. He effortlessly builds and maintains strong relationships with clients, colleagues, partners and other stakeholders. His...

Show all 12 received →

Courses

Acumen Courses: Design Kit- The course for Human Centered Design in partnership with IDEO .org
Associated with MBA ODYSSEY Inc

Languages

English
Native or bilingual proficiency

German
Elementary proficiency

Show all 4 languages →

Interests

Top Voices | Companies | Groups | Newsletters | Schools

Kyle Coleman · 3rd
CMO @ Copy.ai || Helping companies eliminate GTM Bloat
124,592 followers
+ Follow

Amanda Bickerstaff · 3rd
Educator | AI for Education Founder | Keynote | Researcher | LinkedIn Top Voice in Education
35,506 followers
+ Follow

Show all Top Voices →

Causes

Arts and Culture • Children • Civil Rights and Social Action • Economic Empowerment • Education • Environment • Health • Human Rights • Disaster and Humanitarian Relief • Poverty Alleviation • Science and Technology • Social Services

More profiles for you

Brendan Kissane · 3rd
CEO & President at Drumin Management Advisors, Inc.
View profile

James Wei · 3rd
Director of Recruitment Strategy and Partner...
View profile

Mark Cavone · 3rd
Regional Director, North America, Cambridge...
View profile

Nicola Johnson MCIM · 3rd
Leader at Cambridge University Press &...
View profile

Alexandra Milner · 3rd
Leading Brand Marketing, Creative Direction and...
View profile

Show all

People you may know

From Pete's industry

Alonso Ciscar
Physics and Mathematics Student • US Department of...
+ Connect

Luis Casas
Ingeniero Industrial
+ Connect

Ana C. Jaramillo
Spanish Teacher at Bergen Community College
+ Connect

Diana Mejia
Educator
+ Connect

Luciana Merriam Mendoza
M.A. in Clinical Psychology with Emphasis on Marriage...
+ Connect

Show all

You might like

Pages for you

Africa Urban Lab
Higher Education
219 followers
3 connections follow this page
+ Follow

Ixian
Legal Services
199 followers
12 connections follow this page
+ Follow

Show all

Promoted

Is your molecule stable?
Get insights into the stability of your drug product under R&D and GMP.

Aluminum Planks. 2 - 24ft
Aluminum Planks & Deck Boards. 1" X 6" to 2" X 12". Rollback Prices 2024!

Hispanic Market Research
Full service research firm specializing in the US Hispanic market.

LinkedIn Corporation © 2024