

Nathan Hazard

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Autonomous Systems & Mobility | Strategy & Operations | Engineer-Operator

Mechanical engineer turned operator for autonomous and physical-AI companies — blending strategy consulting (Roland Berger) with hands-on startup leadership (Embark, Chargermate) to build the commercial engine and the executive operating cadence that turn strategy into shipped outcomes. Engineer + MBA + ACA.

EXPERIENCE

Chargermate | Founder

Chicago, IL | 2024–2026

EV-charging infrastructure business serving commercial properties.

GTM strategy & market rigor (EV/mobility)

- Grounded strategy in 150+ stakeholder interviews and 250+ driver surveys across 5 Midwest states — road-tripping to capture firsthand data on charger count, % broken, and % utilization.
- Built the unit-economics and cost-benefit models (hardware, tax incentives, energy pricing, revenue) that underwrote the pivot and the go-to-market plan.
- Interviewed competitors and operators in mature markets (California) to model how the Midwest would develop — the basis for the plan.

Ownership & judgment under ambiguity

- Founded and ran the company under full P&L — owning hiring, investors, product, and sales end-to-end in constant ambiguity and capital constraint.
- Negotiated 10+ contracts across investors and hardware/software suppliers to stand up the operating model with minimal capital.

Engineer-operator: operations, hardware & software

- Ran the operating cadence for a cross-functional team of 10 — electricians, project managers, and marketers — bridging field deployment and digital go-to-market.
- Built the product end-to-end — selecting and integrating the charging hardware and the software stack — as a 'mini-Tesla Supercharger network' for Midwest commercial properties.

Embark Technology | Director, Strategy & BD

San Francisco, CA | 2021–2024

AI software company developing autonomous-trucking technology (Sequoia and YC backed).

Built & scaled the commercial engine

- As the third business hire, built and scaled the commercial team 3→15 in 18 months with 95% retention — defined the roles, ran 90+ interviews, and onboarded the function.
- Lifted team throughput ~6x and drove 14,200+ customer orders by building 40+ GTM processes (qualification, CRM, engagement, analytics).

Strategic partnerships & AV ecosystem

- Negotiated Embark's entry into Starlink's beta as an industry-first autonomous-trucking pilot at zero capex — a data-for-hardware barter that solved a rural-connectivity gap for AV trucks.
- Owned 10 Tier-1 supplier relationships (Bosch, ZF, NVIDIA), securing parts access 12–18 months ahead of market for the R&D engineering teams.
- Closed paid autonomous-readiness pilots with HP, Walmart, and Anheuser-Busch — co-branded press and real-world operating data back to engineering.

Executive operating cadence, cross-functional leadership & communications

- Redesigned the operating cadence for a 25-person cross-functional pivot — pre-reads, decision-focused agendas, owner/next-step notes — cutting weekly meeting time 90→35 min; recognized directly by the CEO.
- Created 'Trucking 101,' a company-wide knowledge program aligning engineering, operations, HR, and commercial on the product, market, and industry — adopted as onboarding for all ~250 employees.
- Built Embark's external investor-messaging framework — technical milestones, commercial progress, market opportunity — for YC, Sequoia, and Tier-1 backers.

Roland Berger | Senior Consultant, Strategy

Chicago, IL | 2018–2021

Board- and C-suite-facing strategy across automotive, EV/AV, mobility, and industrials — advising Fortune 100 leaders and PE investors (Apollo, BorgWarner, GM, Lucid, Mitsubishi) on market entry, pricing, and transaction strategy.

Market entry & selection

- Unlocked \$25M and two acquisitions with a 6-country Middle East & Africa market-entry strategy for Mitsubishi — built by ranking 40+ countries on size, growth, competition, and ease of doing business.
- Built the quantitative basis for Lucid Motors' \$1B investment — modeled regional sales volumes and pricing and shaped its luxury-EV positioning via a 1,000+ participant study (vs. Porsche/Mercedes).

EV/AV & automotive technology strategy

- Advised BorgWarner's Chief Strategy Officer on EV acquisition strategy across battery systems, power electronics, and onboard charging — surfaced a technical insight that landed in the CEO presentation.
- Drove a projected 30% per-unit supplier cost reduction for GM — ran the software-license cost program across dozens of chips per vehicle, owning the benchmarking and client workshops.
- Additional automotive and industrials strategy and diligence — Tenneco, Wabtec, Moog — market sizing, aftermarket analysis, and operational improvement.

High-stakes decision support for senior leadership

- Turned a 7-day analysis into the go/no-go recommendation on an \$875M investment for Apollo/Hertz — surfaced the customer-concentration risk that reshaped the decision.
- Delivered \$120M in annual savings against a board margin mandate — a tracked 185-process program across 8 business units, reported directly to the Board.

PwC | Manager, Audit & Transaction Advisory

London, UK | 2010–2016

ACA-qualified, with FTSE 100 audit exposure and investor-side advisory across \$50M–\$3B M&A transactions.

FTSE 100 audit & regulated financial controls

- Advised Bain Capital, Canada Pension Plan, and Qatar Investment Authority on financial diligence for 15 transactions (\$50M–\$3B) — quality of earnings, working capital, and value drivers.
- Built a firm-wide mentorship program — grew volunteer engagement 15%→85% across a 700-person office, serving 400+ students a year.

EDUCATION

KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY

Master of Business Administration

Evanston, IL
2016–2018

INSTITUTE OF CHARTERED ACCOUNTANTS OF ENGLAND AND WALES

Associate Chartered Accountant

London, UK
2010–2013

ROSE-HULMAN INSTITUTE OF TECHNOLOGY

Bachelor of Science, Mechanical Engineering

Terre Haute, IN
2005–2010

CORE COMPETENCIES

Strategy & Go-to-Market: GTM Strategy • Market & City Selection • Commercial Strategy & Pricing • Strategic Partnerships & BD • Market Research & Data Analysis • Business Cases & Financial Modeling

Executive Operations: Operating Cadence (OKRs, QBRs, business reviews) • Executive & Board Communications • Decision Memos & Pre-Reads • Cross-Functional Pivot Leadership • Influence Without Authority • Strategy-to-Execution

Domain & Engineer-Operator: Autonomous Vehicles & Mobility • EV & Physical-AI Systems • Hardware + Software Products • AI-Native Workflow Design • Engineer (BSME) + MBA + ACA