



**GIMInstitute**  
Global Innovation Management Institute

# GLOBAL INNOVATION MANAGEMENT INSTITUTE (GIM Institute)

Q3 2018 RESUME BOOK



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**GIMInstitute**  
Global Innovation Management Institute

# INTRODUCTION

Innovation has continued to gain a meaningful significance in organizations as a way to grow. This is evidenced by increasing number of publications and the creation of diverse roles required to manage innovation. However, many efforts to date, to both certify and study innovation, have left the discipline of innovation fragmented and overly diverse.

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Founded in 2009, the Global Innovation Management Institute (GIM Institute) is a global not-for-profit organization driving standards for innovation management created by a group of Chief Innovation Officers, innovation executives, academics and consultants from around the world. Our vision is to make innovation a professional business discipline that can be taught in academic institutions, professional institutions, and transferable across corporations.

## OUR MISSION IS TO:

**SPREAD AND INCREASE** the adoption of innovation standards and best practices in innovation

**HELP** individuals, companies, training organizations and regions develop world class innovation capabilities through global standards, testing protocols and certification

**BUILD** a community of innovation practitioners that is active and vibrant in the design and execution of building to the vision of GIM Institute

We work with a variety of different associations and academic institutions to provide a suite of innovation action learning and capability building programs. We have also worked with organizations around the world to provide a suite of innovation action learning and capability building programs. We draw on the experience and expertise of a diverse set of innovation leaders from a range of organizations around the world.

# PROGRAM DESCRIPTION

**GIM Institute's Certification Program** is designed for anyone interested in becoming certified in innovation as a business discipline - from creative minds to innovation professionals to business leaders. This applies to anyone who wants to broaden their capabilities in innovation, build a career in innovation, or help their organization become a leader and high performer in both the creation and capture of business value from innovation.

Certified professionals will gain insights around new approaches to many different functional areas of a business, including marketing, technology, finance and sales. GIM Institute certifies individuals at four levels of innovation management proficiency. Each level builds on previous levels with an emphasis on learning by doing through real projects.

# CURRICULUM



## PRACTITIONERS

### LEVEL 1 Understand Innovation for Practitioners

Level 1 certification is designed to teach you about the use of idea generation tools and to apply them in creating more and better ideas

#### WHO IS THIS FOR?

An individual looking to understand what business innovation is and what process and tools are needed to generate new breakthrough ideas for the organization

#### WHAT DO THEY LEARN?

Individuals will learn the definition of business innovation and why it is important, and tools and techniques to help them think and act differently. They will also learn the process, tools and approaches to generate breakthrough ideas.

### LEVEL 2 Master Innovation Tools & Build Business Concepts

Level 2 will apply Level 1 learning to a real-world issue or challenge on generating new growth ideas or opportunities for the organization

#### WHO IS THIS FOR?

Level 1 certified individuals who would like to apply the knowledge and skills they've learned in level 1 certification to real world projects or situations.

#### WHAT DO THEY LEARN?

Individuals will learn how to manage and lead innovation teams, and utilize the tools and methodologies learned in Level 1 in a real project.

## MANAGERS

### LEVEL 3 Develop and Manage Innovation programs

Level 3 certification reflects an understanding of the innovation management techniques that an innovation manager needs to succeed

#### WHO IS THIS FOR?

Level 3 certified individuals who would like to apply the knowledge and skills they've learned in Level 3 certification to real world projects or situations

#### WHAT DO THEY LEARN?

Innovators or innovation managers will learn the core competencies of innovation management - why, when and where to innovate (strategy); processes, people and resources (capacity); leadership, culture and metrics (discipline).

### LEVEL 4 Commercialize Ideas and/or Manage Innovation Initiatives

Level 4 applies Level 3 learning to real challenges and coming up with insights and solutions in managing innovation in organizations

#### WHO IS THIS FOR?

Business managers who want to apply the tools and techniques learned in level 3 in their organizations with real-world issues and challenges in managing innovation

#### WHAT DO THEY LEARN?

Innovators or innovation managers will learn how to manage innovation inside their organization, and utilize the tools, concepts and frameworks learned around the core competencies of innovation management by establishing an innovation program or system within their organization that embraces all of the elements of Levels 1, 2 and 3.

# RESUMES

Greetings from the Global Innovation Management Institute!

It is with a great pleasure and privilege to present to you the Q3 2018 Resume Book from the Global Innovation Management Institute (GIM Institute). From thousands of candidates, we have selected and featured in alphabetical order the resumes of certified professionals worldwide who have demonstrated innovation based on the standards set by the GIM Institute.

We hope that this book will help you build innovation capability within your organization with people who can hit the ground running. Please circulate this book as well to your network. If you are interested in any of the certified individuals in this book, please contact them directly. Finally, we invite you to post job notices by emailing us at [support@giminstitute.org](mailto:support@giminstitute.org).

We look forward to hearing from you in the future.

Sincerely,



Ronald Jonash

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NAME	SCHOOL
Abhishek Madduri	Duke University
Ahmed H. Mostafa	University Of Texas At Dallas
Akash Shembekar	Duke University
Alexey Kochemirovskiy	University Of Chicago
Anne-Fleur Vaartjes	Hult International Business School
Anuj Sinha	University Of Texas At Dallas
Anup Nepal	University Of Tampa
Arjun Singh Chhina	University Of Tampa
Arvind Chavali	Princeton University
Ashley Burns	University Of Tampa
Callisto Macisaac	Stanford University
Carl Zhou	University Of California
Charles Weber	Babson College
Chendi Gu	Stony Brook University
Daniel Pinglo Arrese	Babson College
David J. Lefkowitz	Babson College
David Perotta	University Of Calgary
Debopreeti Mukherjee	University Of Pennsylvania
Dennis Hoier Hoel	Hult International Business School
Diane Kim Tran	Hult International Business School
Dinesh Sharma	University Of Tampa
Divyank Goswami	Duke University
Dominik Bücher	Hult International Business School
Dora Buriusz	Hult International Business School
Elaine Poon	University Of Calgary
Elmira Valianova	Duke University
Emily Lucitt	University of California Los Angeles
Farhad Hossain	University Of Calgary
Franz Christopher Kränzler	Columbia University
Guy L. De Barros	Hult International Business School
Hariharan Rajesh Banu	Duke University
Hayden Shock	Hult International Business School
Heyi Li	Stony Brook University
Ingrid Lorena Ruiz Van Den Enden	Erasmus University
Isaac Chan	University of California Los Angeles
Jane Pham	Boston University
Jennifer Gnant	Hult International Business School

<b>NAME</b>	<b>SCHOOL</b>
Jiacong Li	University of California Los Angeles
Jianwen Lu	Brandeis International Business School
Jingting Xiong	Duke University
John Christopher Perez	Asian Institute of Management
Johnathan W. Lubin	University Of California
Jonathan Andres Valencia	Hult International Business School
Jonathan Soria	Hult International Business School
Juan Manuel Ledesma Rangel	Massachusetts Institute of Technology
Jung Jung Liu	Hult International Business School
Katelyn Roberts	University Of Pennsylvania
Kelly Xie	Bentley University
Kenny Liang Zou	Bentley University
Laine Poon	University Of Calgary
Lauren Liddell	City Of Hope Cancer Research Institute
Lili Cai	Brandeis International Business School
Lingya Wang	Hult International Business School
Lorenzo M. Canepa	Babson College
Lucie Tvrnikova	Yale University
Marc Constantino	Asian Institute of Management
Marcell Bozsik	Erasmus University
Marcell Bozsik	Erasmus University
Maria del Carmen Cevallos	Hult International Business School
Mark Yap	Asian Institute of Management
Maxim Khabur	Hult International Business School
Mayerly Bedoya	University Of Calgary
Mayerly Bedoya	University Of Calgary
Michel Bardawil Abbud	Babson College
Michele Mateno Silatchom	Hult International Business School
Milos Becarevic	Brandeis University
Monika Katharina Anna Weps	Hult International Business School
Mrinal Rath	University of California Los Angeles
Nesty Margarretta M. Tumbaga	Asian Institute of Management
Osric Forrest	Emory university
Parvathy Surendran	Hult International Business School
Parvathy Surendran	Hult International Business School
Pascal Baur	Hult International Business School
Philippa Penfold	Northwestern University
Priyanshi Shrivastava	Duke University
Qiang Zhu	University Of Louisville, School Of Medicine
Qing (Daisy) Tian	Brandeis University
Ran Xu (Betty)	Brandeis University
Renhuan (Simon) Zhao	Kelley School Of Business
Rodrigo Vieira Camara De Castro	Hult International Business School



<b>NAME</b>	<b>SCHOOL</b>
Rodrigo Vieira Camara De Castro	Hult International Business School
Sai Saketh Yenduru	Duke University
Satish B Subramanyam	Duke University
Serik Sharipov	Esade Business School
Shaochuan Xu	Stanford University
Sheetal Nayak	University Of Texas At Dallas
Shelly Zhang	Georgia Institute Of Technology
Shubai Liu	Hult International Business School
Silvio Brandao	Hult International Business School
Silvio Brandao	Hult International Business School
Sunzhe Cao	Duke University
Surya Subramonian	University Of Calgary
Thomas Hennessey	Emory University
Tiwirirai Pearl Mhlanga	Hult International Business School
Tom Kindermans	Erasmus University
Vanguel Z. Trapkov	Nyu School Of Medicine
Wenjie Zhao	Duke University
Xiaoyue Sun	Brandeis International Business School
Yan Yan	University Of California
Yihan Fu	Brandeis International Business School
Yolanda Vicente	Hult International Business School
Yunning Wang H	University Of Pennsylvania
Yurong Chen	Ecole Centrale de Paris

**ABHISHEK MADDURI**

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**EDUCATION**

**DUKE UNIVERSITY**

December 2017

**Master of Engineering Management**

**AMRITA VISHWA VIDYAPEETHAM**

May 2014

**Bachelor of Science in Mechanical Engineering**

**PROFESSIONAL EXPERIENCE**

**INHERSIGHT, Durham**

January 2017 – Present

**Student Data Consultant Analyst**

- Analyze, develop models, and draw implications of large sets of unstructured data and present key insights

**IXL CENTER, Durham**

October 2016 – January 2017

**Associate Consultant Intern**

- Developed growth strategy for a \$7 billion metal corporation by identifying adjacent revenue streams and conducting primary and secondary research to ensure 15% ROC by FY'9
- Devised and presented a business model with 16% ROC potential to the CEO and other senior executives

**DISI - ECOHEAL, Durham**

August 2016 – November 2016

**Pro-bono Consultant, -**

- Collaborated with a team of 10 to identify customer segments and conduct market research for sustainable ecological spaces
- Provided recommendations to enhance firm's operations and marketing plans ensuing 20% increase in customer retention

**COGNIZANT TECHNOLOGY SOLUTIONS, India**

September 2014 – June 2016

**Quality Assurance Analyst**

- Designed, built, and improved the software application for a F-500 life insurance client by 30%
- Communicated project status and deliverables daily to cross functional teams (Business, QA, and Development) and completed projects ahead of time
- Led an 8-member team to implement Agile methodologies in Software Testing Life Cycle (STLC) phases that saved \$76,800 (1920 man-hours)
- Mitigated risks at early stages of project, performed production deployment effectively
- Won "Guardian Icon" award in recognition for exhibiting delivery excellence on all projects, working without any escalations, production defect leakages and timeline slippages

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Hindi

**Awards:** 1st place out of 20, Deloitte Consulting Technology Case Competition

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Access; C, R, Tableau, Python, HTML, MySQL, VBScript; Operational Modelling (Monte-Carlo simulation)

**AHMED H. MOSTAFA**

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**EDUCATION**

**THE UNIVERSITY OF TEXAS DALLAS**  
**M.S., Marketing Analytics** GPA 3.89

December 2019

**ARAB ACADEMY FOR SCIENCE, TECHNOLOGY & MARITIME TRANSPORT**  
**MBA, Business Administration** GPA 3.4

August 2011

**HELWAN UNIVERSITY**  
**B.S, Business Administration**

May 2018

- **AIESEC** Vice President of Outgoing Exchange

April 2004 – May 2007

**EXTRACULLICULAR PROJECTS**

Jan 2018 – May 2018

Dubai Multi Commodities Center (DMCC) – IXL Innovation Olympics

Competed with 6 international universities on a consulting project for the DMCC to come up with an innovative business framework that would position Dubai as a major hub for the emerging Circular Economy.

**PROFESSIONAL EXPERIENCE**

**Palm Hills Developments, Cairo, Egypt**

October 2014 – November 2016

Manager - Client Relations & Community Management – Real Estate Developer

- Developed a client relation strategy and led a team of 8 to provide premium service to clients, which resulted in an increase of satisfaction% from 78% to 91% from a survey conducted among 678 owners.
- Introduced testimonials program that reduced cost by decreasing compensation penalties by 16%.
- Directed high-performing Client Relations team providing guidance, coaching and 15 on-the-job trainings

**Europcar Egypt, Cairo, Egypt**

October 2009 – September 2014

Manager - Marketing & Customer Service – Mobility Solution

- Implemented strategies for short-term rental revenues, increasing sales by 15% in one year.
- Revamped the customer cycle of service to minimize operation time by 35% and cost by 17%.
- Closed 20+ business deals at major international events (I.T.B. Berlin, W.T.M. London, M.I.T.T. Moscow).
- Enhanced number of international & domestic reservations by 75% compared to 2010.
- Retained 70% of unsatisfied customers through efficient retention campaigns.
- Enhanced number of customer promoters to 50% and decreased number of detractors to 2%.

**E7gez Kora, Cairo, Egypt**

December 2009 – April 2014

Cofounder and Chief Marketing Officer

- Cofounded a startup to reserve soccer pitches with responsibilities of conducting market research and developing marketing and business plans.

**AXA Insurance**

April 2007 – September 2009

Senior Executive – Corporate Sales – Financial Services

- Closed company's greatest deal of Employee Retirement Benefit Plan & Group Life Insurance with monthly premiums of USD 85.7k & annually USD 1,028.5M while increasing the company's premiums by 4%

**ADDITIONAL INFORMATION**

**Technical:** Advanced MS Excel – including data analysis plus, solver, and VLOOKUPS

**Languages:** Fluent Arabic

**Eligibility:** (F-1 Visa) Eligible to work in the U.S. for internships, part-time, and full-time

**AKASH SHEMBEKAR**

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**EDUCATION**

**PRATT SCHOOL OF ENGINEERING, DUKE UNIVERSITY**  
**Master of Engineering Management (MEM)**

December 2017

**VISVESVARAYA NATIONAL INSTITUTE OF TECHNOLOGY**  
**Bachelor of Technology**

May 2014

**PROFESSIONAL EXPERIENCE**

**IXL INNOVATION CENTRE, Boston, MA**  
**Student Innovation Consultant Intern**

Oct 2016-Jan 2017

- Pitched an adjacency development strategy to generate 15% ROC by FY19 for a \$7 billion Metal Company
- Recommended multiple business concepts for the client portfolio, by studying internal expertise, business strategy and budget, through primary and secondary research and presented a go-to-market strategy to the CEO

**RTP BASED MEDICAL DEVICE START-UP (NDA SIGNED), Durham**  
**Business Technology Analyst**

Sep 2016-Dec 2016

- Designed a strategy for raising capital through various platforms, setting up procurement channels for critical components and providing a pricing model in comparison with similar technologies in the market
- Market analysis conducted along with primary research to ascertain the viability of the new-age product

**JSW STEEL LTD. DOLVI, Mumbai, India**  
**2016lity Assurance Manager, R&D Division**

May 2014-July

- Worked as Junior Manager handling production quality, addressing customer complaints along with logistics co-ordination to optimize process operations and generated \$700,000 revenue per shift
- Analyzed reasons for defects in plant production processes and worked with a team to research and procure equipment to improve efficiency resulting in a monthly saving of \$400,000

**ADDITIONAL INFORMATION**

**NC CONSERVATION FUND**  
**Project Consultant**

Feb 2017-Present

- Analyzing the barriers to entry, financial feasibility, risk assessment and potential opportunities to devise an investment matrix for evaluation of public-private partnerships

**SAMAGRASHALA**

Oct 2012-Apr 2013

- Execution phase involved computer education for teachers, highlighting infrastructure needs & course mapping, the recommendations of which were incorporated by the local government body

**Positions of Responsibility**

- Student Recruitment Committee (SRC), 2016-17 member MEM Program Development Committee (MEMPDC)
- Student Ambassador, Prodigy Finance at Pratt School of Engineering at Duke University
- Joint Secretary, Aarohi'14 - the annual cultural festival of VNIT heading a team of about 200 students with a footfall of about 10,000 people and a budget of 23,000\$
- Founder & Club President, Agon – The Debate Club of VNIT in 2013-14

**Achievements and Honors:** Runners-up at the IXL Innovation Olympics for the Fall'16 cycle in a strategy consulting competition, selected in a group of 8 individuals from JSW, Dolvi (entire plant) to be sent to a sister facility for a workshop on helping to improve production practices to optimize processes and enhance production, champions at Nagpur City & Runners up at District level basketball meet for 3 consecutive years

**Technical Skills:** MS Excel, MS Project, MS Office Suite

**Language Skills:** Proficient in 6 Indian languages and picking up French and Spanish

**ALEXEY KOCHEMIROVSKIY**

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**EDUCATION**

**UNIVERSITY OF CHICAGO, PhD (Physics), DEPARTMENT OF PHYSICS** 2012 – Present

Full tuition and stipend fellowship “Joint University – Fermilab Doctoral Program in Accelerator Physics & Technology” (\$225k), awarded to 2 students per year

- GPA – 3.4/4.0 (estimated; 22 courses)
- Awards & Honors: Student Leadership and Recognition Program (awarded to 15 students)
- Won student grants for IPAC2015 conference (\$2k) and Accelerator School sessions (\$9k)
- 15 out of 20 required classes for MBA at **UChicago Business School (Booth)**
- Led seminars and lab sections as a teaching assistant for core physics classes (150 students total)
- Advised students as a College Core Tutor in 300 hours of advising

**MOSCOW INSTITUTE OF PHYSICS AND TECHNOLOGY, MOSCOW, RUSSIA** 2006 – 2012

**B.S., M.S., Physics and Applied Mathematics**

- Thesis: “Calculation of super-partners’ and Higgs mass in Minimal Supersymmetric Standard Model
- GPA: B.S. – 3.6/4.0; M.S. – 3.6/4.0

**PROFESSIONAL EXPERIENCE**

**FERMI NATIONAL ACCELERATOR LABORATORY, USA** 2013- Present

**Doctoral Researcher**

- Managing DAQ and analysis of experimental project which involved a 12-person team of students and senior scientists; first to identify and explain phenomenon of breakdown damage matching
- Developed numerical model for electron trajectory calculations in accelerator structures in collaboration with scientists at Fermilab
- Selected as expert in the field to review Small Business Innovation Research (SBIR) projects
- Invited to speak for the largest international particle physics conference ICHEP16 (5% of participating students)

**JOINT INSTITUTE FOR NUCLEAR RESEARCH, DUBNA, RUSSIA** 2009- 2012

**Research Assistant**

- Calculated mass of quarks’ super-partners and Higgs boson by implementing numerical solving algorithms to complex system of linear differential equations

**ADDITIONAL INFORMATION**

**Languages:** English (fluent), Russian (fluent), French (basic)

**Awards:** Winner of 2015 World Chess Open section ahead of 200 players. Winner of Fall cycle of 2017 IXL Innovation Olympics

**Technologies:** Excel, Python, Mathematica, R, C, TeX

**Interests:** Chess, indoor soccer, playing volleyball, Russian politics, weekend travel

**Leadership:** Team captain of Chess club in university of Chicago Aug 2015-July2016. Led team to 1<sup>st</sup> place in Chicago Industrial Chess League. Co-president of Gargoyle Consulting club university of Chicago. Organized case competition that attracted 100 participants and secured sponsorship from BCG. Recruited 20 experts in consulting industry to serve as judges or coaches for case competition

## **EDUCATION**

### **HULT INTERNATIONAL BUSINESS SCHOOL**

Expected March 2018

#### **M.S., International Business & Finance**

- Partial scholarship for International Business degree and full scholarship for Finance degree
- Dean's List with *High Pass* grade for all courses (top 1% of class)
- Dean Scholar representative at Ashridge Executive Education leadership training in United Kingdom
- Entrepreneurship Business Challenge finalist out of 50 M.S. International Business teams
- Board, Consulting Club; Board, Entrepreneurship Club; Member, Finance Club

### **ROTTERDAM SCHOOL OF MANAGEMENT, ERASMUS UNIVERSITY**

2012-2015

#### **B.S., International Business Administration**

- Completed a minor in Sociology of Globalization
- Participant in exchange semester at Hong Kong University
- Leadership: Co-founded Women Helping Women; reintegrated into society women exposed to domestic violence
- Awards & Honors: Selected Honors Program participant (20 out of 500 B.S. students)
- GPA: Cum Laude graduate with an average of 8.7/10.0

## **PROFESSIONAL EXPERIENCE**

### **REFINE+FOCUS, USA**

May 2017 – August 2017

#### **Strategy and Innovation Intern**

- Led an intensive project increasing a Fortune 500 client's innovative capacity to progress on the digital transformation timeline, while working closely with the CEO
- Conducted due diligence for a Cyber Security Fortune 500 company to benchmark and improve the perception and effectiveness of their demand center
- Analyzed trends in the consumer-packaged goods industry which were used as a foundation to provide a healthcare client with an overall social media strategy and specific actions to increase awareness and sales
- Devised a marketing strategy based on differentiating factors through competitive analysis of a healthcare client

### **ABOLSUTE INTERNSHIP, CHINA**

December 2015 – July 2016

#### **Business Development Associate**

- Expanded company network and created more optimal placements for students by forming and strengthening partnerships with 2,000+ startups and multinational firms in various industries
- Placed 200+ US students at internships in Hong Kong, Singapore and Shanghai under strict time constraints, by working collaboratively with team of 4, while supporting the London office
- Enhanced communication within firm as well as with clients and partners by analyzing company processes and initiating implementation of internal restructuring
- Increased company reach by approximately 30% and customer base by roughly 10% in 5 months by launching and directing social marketing campaigns in Shanghai and London with budget of USD 10,000
- Improved staff satisfaction and facilitated the integration of new employees by creating company manuals

## **ADDITIONAL INFORMATION**

**Committed to Learn:** English (fluent), Dutch (native), Spanish (basic), French (basic)

**Determined to Impact:** Taught English and Mathematics; Worked in an orphanage in Ghana, 2015

**Eager to Excel:** Citizenship award, Amplify Trading award, Economics awards, Geography award, writing awards

## ANUJ SINHA

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### EDUCATION

- |   |             |
|---|-------------|
| <b>The University of Texas at Dallas</b><br><b>M.S., Information Technology and Management</b> <ul style="list-style-type: none"><li>▪ GPA - 3.76/4 (8 courses)</li></ul> | 2017 - 2019 |
| <b>Rajasthan Technical University</b><br><b>B.Tech., Information Technology</b> <ul style="list-style-type: none"><li>▪ GPA - 3.80/4</li></ul>                            | 2008 - 2012 |

### PROFESSIONAL EXPERIENCE

- |  |                                |
|--|--------------------------------|
| <b>IXL CENTER, USA</b><br><b>Innovation Consulting Intern</b> <ul style="list-style-type: none"><li>▪ Developed a <b>business model</b> for the client by analyzing key market segments and strategic competitors/partners to penetrate the US market</li><li>▪ Conducted primary research identifying 80 idea fragments to prepare the <b>Business Opportunity Map</b> and designed 5 innovative <b>Fields of Play</b> for the client</li><li>▪ Generated 5 <b>Business Concepts</b> delivering a robust and multi-faceted <b>Business Case</b></li></ul>   | April 2018 – June 2018         |
| <b>INFOSYS LTD., India</b><br><b>Associate Business Analyst</b> <ul style="list-style-type: none"><li>▪ Led a <b>financial data analysis</b> project for a major healthcare company to avoid wrong vendor payments preventing a potential loss of \$4 million</li><li>▪ Improved the <b>business reporting process</b> by using data analysis and visualizations features of <b>Tableau software</b> reducing the manual efforts by 30%</li><li>▪ Analyzed incident patterns to provide <b>permanent problem solutions</b>, resulting in 40% lower incident rate in a years' time</li><li>▪ <b>Re-structured</b> the Incident Management process resulting in reduced incident turn-around-time by 30%</li></ul> | December 2015 – July 2017      |
| <b>INFOSYS LTD., India</b><br><b>Systems Engineer</b> <ul style="list-style-type: none"><li>▪ Developed a Global Data Synchronization network for a fortune 100 FMCG company <b>enabling 100% coverage</b> in the European market</li><li>▪ Cleansed and prepared large vendor datasets to close about 200 Service Orders using <b>SQL &amp; MS Excel</b> and syndicated data accurately to multiple <b>SAP</b> systems</li><li>▪ Documented a <b>knowledge transfer kit</b> to reduce the training time of new team members by 35%</li><li>▪ Conducted <b>User Acceptance Testing</b> and prepared test data for 10 new functionalities and regional rollouts for 3 different clients</li></ul>                 | September 2013 – November 2015 |

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Hindi  
**Awards:** Secured First position at an intercollege Texas level competition hosted by The University of Texas at Arlington in association with Pier1 Imports  
**Leadership:** **Vice President – Events** (August 2017 – Present) at Enactus, UT Dallas Chapter  
**Certifications:** Google Analytics IQ, Innovation Associate (GIMI), Innovation Master (GIMI)  
**Visualization tools:** Tableau, SAP (Lumira, Design Studio, Business Objects)  
**ERP Tools:** SAP ECC R/3, SAP Master Data Management  
**AWS Tools:** EC2, S3, ELB, EFS, Lambda, IAM, VPC, Route53  
**Software:** MS Excel (Advanced), MS Power Point, MS Word, MS Visio, SAP NetWeaver, HANA, ETL



## ANUP NEPAL

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### EDUCATION

#### THE UNIVERSITY OF TAMPA

2017

**Master's in Business Administration** (Finance)

#### COLBY-SAWYER COLLEGE

May 2011

**Bachelor of Science, Business Administration**

### PROFESSIONAL EXPERIENCE

#### CHARTER COMMUNICATIONS, Riverview, FL

May 2006 - August 2016

##### Finance Intern

- Collaborate with Senior Financial Analyst to create monthly commission reports for the sales teams in Central Florida market in accordance with documented plans
- Resolve disputes, chargebacks and discrepancies from sales executives' monthly commission reports
- Apply advanced Microsoft Excel tools like V-Lookup, Macros and VBA to prepare monthly reports such as the Sales Performance Data Report
- Utilize ICOMS billing system to verify qualification of commissions for the sales team
- Team up with 18 other interns from various departments to work on the "Future of Cable" project to provide the company executives with strategic recommendations

#### OFFICE OF ADMISSIONS, COLBY-SAWYER COLLEGE, New London, NH

July 2013 – June 2015

##### Marketing Associate Assistant Director of Admissions

- One of six admissions counsellors on the team; accountable for 18% of total applicants, 20% of total accepts and 13% of total deposits for the Class of 2015
- Successfully hired, trained and managed 6 Telecounsellors and 23 Admissions Tour Guides
- Managed social media for the Office of Admissions including class group page on Facebook, Twitter (saw 44% increment in followers) and Instagram (saw 171% increment in followers) accounts by June 2015
- Created and implemented online application for admissions to the online bachelor's, certificate programs and non-degree applicants using Fire Engine RED
- Served as the athletic department liaison for Admissions

#### OFFICE OF ADMISSIONS, COLBY-SAWYER COLLEGE, New London, NH

September 2011 – June 2014

##### Admission Counselor

- Interviewed and evaluated prospective applicants
- Effectively corresponded with applicants and high school administrators in geographic markets.
- Managed the "Admissions and Financial Aid" portion of college's website using Pivot Content Management System
- Efficiently managed merit-based scholarship applications in partnership with academic departments across campus
- Assisted in planning events like five "Harbor Day" events as well as managed online registration forms for all events

#### SEQUENT PARTNERS, Newbury, NH

January 2010 – May 2011

##### Intern Research Associate

- Gained experience in observational research data and conducted quantitative data analysis
- Used SPSS and Microsoft Excel to analyze the data and present to the clients

### ADDITIONAL INFORMATION

**SKILLS :** Advanced knowledge of MS Office Applications (Excel, Access, Word, PowerPoint), Forecast X, Website CMS, Power Campus, ICOMS, Tools such as V-Lookup, Macros and VBA, Adobe Photoshop



### **EDUCATION**

**UNIVERSITY OF TAMPA | SYKES COLLEGE OF BUSINESS** 2015 – Present  
**MBA**

- GPA 3.52/4.0. Coursework: Financial Management & Strategy, Economics of Organizations, Decision Modelling and Analysis, Accounting Value Creation, Statistics for decision Makers

**NEW HORIZON ENGINEERING COLLEGE, INDIA** 2005 - 2010  
**Bachelor Of Engineering**

- Major: Electronics & Communication

### **PROFESSIONAL EXPERIENCE**

**UNIVERSITY OF TAMPA** August 2016- Present  
**Admissions Telecounselor**

- Researched student loan statistics in the US, analyzed past 10 year trends in median household incomes for the Enrollment Director's proposal to have fixed 2% student loan interest rates
- Proposed creation of central information repository to deliver easy access to information for all
- Assisted students and parents with admissions and financial aid related queries

**CGI INFORMATION SYSTEMS & MGT. CONSULTANTS, India** February 2011 – July 2015  
**System Engineer**

- Collaborated with development, database and application management teams to do root cause analysis and fix outstanding issues, this led to savings of close to \$500,000 for the client
- Regularly presented to Vice Presidents to roll out Infrastructure changes that could affect 50,000 users
- Created monthly and weekly reports on a 10,000 server environment to present to company Directors that helped in the calculation of monthly operating costs
- Worked on a multifaceted team with clients ranging from Logistics, Insurance, Electrical and Healthcare domains, responsible for a smooth daily operational efficiency of the IT infrastructure
- Increased customer satisfaction ratings from 92% to 97% within a year of working with the team and received significant cash rewards from senior management, received the CORONA award for teamwork

### **ADDITIONAL INFORMATION**

**IXL Innovation Challenge:** Worked with a team of 4 students on a consulting project for a municipal waste recycling company

- Did extensive market research on competitors and created a business opportunity map using an excel model to forecast population growth and waste generation in the US to pinpoint key opportunities
- Visualized the trends using Tableau to present findings to management · Currently working with a team of 6 on a consulting project for a food services franchise looking to expand in the US market

**On-Campus Activities:** Assisted the management consulting club organize speaker series by networking with leaders and inviting them to address students on Business Consulting.

- Student Facilitator on Ethics at the 2016 Leadership Summit at the inviting them to address students on Business Consulting
- Student Facilitator on Ethics at the 2016 Leadership Summit at the

**IT:** Microsoft Suite, Windows Server Administration Server 2008 and VMware

**Visualization:** Tableau, SPSS Modeler, SAP Business Object and SAP Statistics

**Programming:** Basics of SAS, SQL and R programming

**ARVIND CHAVALI**

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**EDUCATION**

**PRINCETON UNIVERSITY, M.P.P (PUBLIC POLICY), WOODROW WILSON SCHOOL** 2012 – 2013  
**Global & domestic health policy and international development**

- Full tuition scholarship and stipend GPA – 3.8/4.0 (estimated; 10 courses)

**UNIVERSITY OF VIRGINIA** 2002 – 2011  
**B.S., M.E., and Ph.D., Biomedical Engineering**

- Completed an undergraduate double major for a Bachelor of Arts in Neuroscience
- Awards & Honors: Rodman Scholar (Engineering Honors, 2002-2006); Graduated with 'High Distinction' (2006); Full tuition scholarship and stipend (2007-2011)
- GPA: B.S. – 3.61/4.0 (48 courses); M.E./Ph.D. – 3.82/4.0 (13 courses)

**PROFESSIONAL EXPERIENCE**

**CARNEGIE INSTITUTION FOR SCIENCE (AT STANFORD UNIVERSITY), USA** January 2016- Present  
**Postdoctoral Fellow**

- Identifying plant-derived therapeutics with potential for widespread impact on human health as part of a multi-million dollar grant from the National Institutes of Health

**BIOTECH CONNECTION BAY AREA, USA** August 2016 - Present  
**Consultant**

- Developing a business model and commercialization strategy for a San Francisco-based biotech startup by analyzing key market segments and competitive landscape including barriers to entry
- Conducting primary market research by interviewing 50+ key opinion leaders in the field

**YALE UNIVERSITY, USA** January 2014 -December 2015  
**Postdoctoral Fellow**

- Investigated complex mechanisms of HIV infection using mathematical techniques coupled with cutting-edge microfluidics-based single cell assays
- Addressed a pain point for patients with Type I diabetes by engineering a modified insulin reservoir in Brigham and Women's Hospital hackathon; won innovation and crowd-favorite prizes
- Joined the board of BMC Systems Biology, a prestigious peer-reviewed scientific journal (ongoing)
- Edited a book on 'Frugal Bioengineering' – a field focused on low-cost interventions for global health

**UNIVERSITY OF VIRGINIA, USA** 2006 - 2012  
**Graduate Researcher in Biomedical Engineering**

- Discovered 5 new treatment options for a deadly neglected tropical disease affecting over 12 million people using a systems approach that combined computational biology with experimental validation
- Co-authored a seminal study on human metabolism that was featured on CNN.com and TIME
- Published 15 papers in high-impact scientific journals; cited in literature 890+ times since 2008

**GENENTECH INC, USA** Summer 2006  
**Research Intern in Experimental Pathology**

- Characterized novel proteins active in inflammatory bowel disease – a condition that affects over 1.3 million people in the U.S. – and published findings in a leading immunology journal

**ADDITIONAL INFORMATION**

**Board Member, Children's Health Incentives Lab:** Advising, fundraising, and overseeing finances for a 501(c)(3) non-profit startup geared towards improving children's health and wellness.

## ASHLEY BURNS

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### EDUCATION

<b>UNIVERSITY OF TAMPA</b> <b>Master of Business Administration</b> <b>Master of Marketing</b>	May 2018
<b>FLORIDA STATE UNIVERSITY</b> <b>Bachelor of Science in Recreation and Leisure Services Administration</b>	May 2010

### PROFESSIONAL EXPERIENCE

<b>NOISE, INC.,</b> Sanibel Island, FL <b>Client Success Leader</b>	June 2016 - March 2017
<ul style="list-style-type: none"><li>Marketing project manager for resort group sales department. Maintained a social media marketing strategy for three resorts and one non-profit organization encompassing over 115,000 followers, as well as project management of the non-profit organization.</li><li>Marketing account and project manager for group sales department of Trip Advisor's #1 ranked resort on Captiva Island, Florida, ensuring timely service, creation and distribution of deliverables</li></ul>	
<b>LOCICERO MEDICAL GROUP,</b> Tampa, FL <b>Administrative Assistant/Social Media</b>	September 2015-March 2016
<ul style="list-style-type: none"><li>Assisted CEO with daily administrative tasks. Oversaw physician and providers' certification and renewal statuses. Led minimalist social media promotions and customer complaints.</li><li>Increased weekly client e-newsletter subscriber attention rate by 34% from Aug 2015 - Feb 2016</li><li>Created informational handout design and edited content in agreement with stringent Patient-Centered Medical Home (PCMH) guidelines for public distribution</li></ul>	
<b>UNITED STATES AIR FORCE,</b> Valdosta, GA <b>Air Traffic Control Apprentice</b> (February 2012-August 2015)	February 2012- August 2015
<ul style="list-style-type: none"><li>Under supervision, responsible for safe simultaneous control of multiple aircraft, unit values between \$18.8mil \$40.1mil. Learned applicable air traffic control knowledge and helped improve training strategies for apprentices.</li><li>Launched the Air Force Sergeants Association Moody AFB chapter's largest revenue stream by partnering with Florida State University's football program sales fundraising initiative</li><li>Increased on-time reports by 90% with an error-rate deficiency reduction of 50%</li><li>Assisted with managing processes and activities to support organization's communication, content management, suspense tracking and human resources</li></ul>	

### ADDITIONAL INFORMATION

**Languages:** Fluent in English

**Awards:** Air Force Achievement Medal, 2015; Martha Stewart American Made Finalist, 2014; Military Basic Training Honor Graduate, 2012; 23d Operation Support Squadron Bengal Award, 2012; FSU President's List honor one semester and Dean's List honor three semesters, 2007-2010

**Affiliations:** UT GOLD (Graduate Organization for Leadership and Development)

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Publisher, Adobe Illustrator, Adobe Photoshop

**DANIEL PINGLO ARRESE**

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**EDUCATION**

**BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Wellesley, MA** May 2018  
MBA Candidate

**UNIVERSIDAD DE LIMA, Lima, Perú** 2005 – 2010  
**Industrial Engineering**

**PROFESSIONAL EXPERIENCE**

**BANCO DE CRÉDITO, Lima, Perú** July 2011- August 2017

**Product & Commercial Channels Manager Bancassurance** 2015 - 2017

- Responsible for commercial strategy channels, insurance alliance, projects of branchless banking. Direct work with insurance company, information technology and commercial teams.
- Led a team of eight in charge of promoting insurance products in branch offices channel.
- Managed, designed and implemented new branchless strategy, alternative channels like Mobile, ATM.
- Improved assurance collection by 20%, changing the commercial accounting and incentives model.
- Redefined the value for client of loan protection insurance launching a new version of the product.

**Product & Marketing Manager Auto Finance Center** 2014 – 2015

- Changed the client auto finance experience from a bank branch office to an auto dealership by participating in the implementation of a disruptive business model on the auto loan market.
- Established more than 15 bank-dealer alliances.
- Planned and executed the change of currency project in line with credit risk policy and regulators.
- Improved the process of customer retention and credit renewals for the hire-purchase product.
- Increased market share by 30%, lead the market for the first time in the bank history and turned the product profitable by leading transversal projects to remodel processes. Direct work with risk management, finance planning, operations and commercial departments.
- Designed and implemented risk-based pricing strategy, restructured allocation model of auto finance

**Senior Commercial Analyst Auto Finance Center** 2012 - 2014

- Designed and implemented new auto finance models. Lead a back office team of six.
- Increased sales in 40% by redefining incentive model and automated offer generation process.
- Led the design and implementation of the first auto finance sales software to simplify the selling process in different channels. Coordination with the Operations and IT Departments.

**Junior Product Analyst Retail Banking Marketing** 2011 - 2012

- Launched and coordinated marketing campaigns, analyzing competition and profitability.
- Introduced the new scholarship-loan product for low-income students in private universities.
- Managed the terms and agreements of sales business partnerships with corporations.

**OLD TRIPPER, Lima, Perú** 2015 – Present

Alternative and Sustainable Transportation Vehicles and Apparel Brand

**Co-Founder**

- Founded with two partners, production and sales of handcrafted commuter cruisers skateboards and apparel related products.
- Managed finance & accounting, supply chain, partnerships with Rip Curl and Dunkelvolk, branding.
- Implemented an omni channel distribution system to penetrate the market. Presence in the biggest retail malls, independent stores, online shopping malls, own e-commerce platform and social media.

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Spanish

**Awards:** Winner (1<sup>st</sup> position) in the IXL Center Innovation Olympics Challenge

**Technologies:** PC, MS Word, Excel, Power Point, Access, Project, PL/SQL, Adobe Photoshop

**Interests:** Corporate Innovation, stock exchange, technology, sustainable transport, automobilism and soccer.

**CARL ZHOU**

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**EDUCATION**

**UNIVERSITY OF CALIFORNIA, LOS ANGELES (UCLA)** 2012 – 2013

**M.S. Mechanical Engineering – Systems Control concentration** GPA – 3.86/4.0

- Research Electric vehicle charging and energy distribution, UCLA Smart Grid Energy Research Center, Dr. Rajit Gadh

**UNIVERSITY OF NEW HAVEN** 2010 – 2012

**B.S. Mechanical Engineering, Summa Cum Laude**

- Final GPA – 3.90/4.0
- Presidential Scholarship, Writing Award Scholarship recipient, Dean's List (2010 – 2012)
- Appointments: Vice President of UNH Chapter Pi Tau Sigma Honor Society (2012), President of UNH Chapter ASHRAE Club (2011 – 2012)

**PROFESSIONAL EXPERIENCE**

**DEXTROUS DESIGN ENGINEERING LLC**, Denver, CO 7/17- Present  
**CEO**

- Provide full-service engineering solutions and consultation for product concept, industrial design, engineering analyses, design, manufacturing and production for startups, small and large business.
- Products in development include consumer electronics, medical devices and high-tech instruments.

**PANAVISION LP**, Woodland Hills, CA 2015-2017

**Mechanical Design Engineer**

- Lead stakeholders to identify product requirements, design criteria and product solutions using Agile, resulting in 50% increase in R&D project efficiency (vs. Waterfall method).
- Manage supplier, manufacturing and assembly personnel relationships to meet design intent and quality standards, achieving 100% on-time project completion rate.
- Designed over 40 successful products in 2 years. e.g. 35mm, 65mm film cameras, Light Iron Outpost Cart, high dynamic range OLED viewfinders, Panavision Millennium DXL 8K digital camera system.

**MEDTRONIC PLC**, Northridge, CA 2012-2015

**Mechanical and Manufacturing Engineer**

- Acted as lead engineer for cradle-to-grave engineering of a medical device of 50,000 annual volume in 7 months; design was selected as finalist among 5 competing designs for aesthetics, robustness, manufacturability and cost effectiveness.
- Oversaw technical staff for product verification, validation testing and met all development milestones to deliver product on time, including 530G, 670G insulins pumps and Enlite3 sensor.
- Performed root cause failure analysis and implemented corrective action plan to reduce process fallout from 63 to 1 per million units for an existing continuous glucose monitor.
- Designed manufacturing processes, including fixtures, tooling, data-acquisition and control programs, particularly in improving the efficiency of an existing manufacturing process by 500%.

**ADDITIONAL INFORMATION**

**Languages:** English, French and Mandarin Chinese.

**Skills:** Product development (R&D, manufacturing, supply chain management); Design for Manufacturing and Assembly; Design-to-Cost; Lean product development; Six Sigma.

**Certifications:** Manufacturing Process Validation (Medtronic Plc, 2013); Innovation Management Level 1, 2 (Global Innovation Management Institute, 2017).

**Technologies:** Matlab, LabView, C, C++, Java, Arduino, SAP, Solidworks, Creo, MS Office, Visio, ANSYS, Comsol.

**CHARLES WEBER**

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**EDUCATION**

**BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Wellesley, MA**

MBA Candidate,

May 2019

F.W. Olin MBA Scholarship

Club Member: Marketing Club, General Management Club

**UNIVERSITY OF MASSACHUSETTS, AMHERST, Amherst, MA**

BA, Psychology

May 2013

Study Abroad: University of Siena, Italy

May 2012

**EXPERIENCE**

**UNITED STATES ARMY, Fort Drum, NY**

May 2014-Aug 2017

**Sergeant, Infantry Team Leader**

- Directly responsible for the performance of soldiers assigned to my team
- Assisted superior leadership in developing new soldiers' capabilities and skills
- Instructed new soldiers on technology and equipment with a 100% pass rate in testing
- Trained over 50 individuals on driving 3 different types of military vehicles with 100% pass rate
- Counseled 10 separate underachieving soldiers and developed detailed remedial plans of action which led to an overall increase in performance and productivity
- Performed duties above level of responsibility according to rank and position
- Promoted to Sergeant after less than a year with my unit
- Led teams through successful operations under highly stressful environments in potentially life-threatening situations, such as in enemy combat zones
- Selected as one of the top 20 leaders out of a group of nearly 100 to teach, train, and mentor cadets at the United States Military Academy at West Point

**Deployment to Afghanistan**

May 2015 – Feb 2016

- Provided security to high level military and government officials
- Coordinated and led Quick Reaction Force in case of enemy attack
- Directly responsible for the lives and well-being of 3 soldiers

**UPS Store, Boulder, CO**

Jul 2013-May 2014

**Supervisor**

- Coordinated store logistics such as opening and closing, scheduling development, and talent development and training for 12 new employees
- Optimized systems in receiving, labeling, and handing packages to clients, achieving a 10% increase in efficiency

**ADDITIONAL INFORMATION**

**Languages and Dual Citizenship:** Dutch

**Military Awards:** Army Commendation (x2), Good Conduct Medal, National Defense Service Medal, Afghan Campaign Medal, Global War on Terrorism Service Medal, Noncommissioned Officer Professional Development Ribbon, Army Service Ribbon, Overseas Service Ribbon, NATO medal

**EDUCATION**

**STONY BROOK UNIVERSITY, DEPARTMENT OF CHEMISTRY**

2012 – Present

**Ph.D. candidate, Chemistry**

- Full tuition scholarship and stipend
- GPA – 3.89/4.0 (6 courses)

**NANJING UNIVERSITY, SCHOOL OF LIFE SCIENCE**

2002 – 2011

**B.S., Biotechnology**

- Awards & Honors: First class People's Scholarship of Nanjing University (2008-2009); China National Scholarship (2009-2010); Second class People's Scholarship of Nanjing University (2010-2011)
- GPA: – 4.0/4.5

**PROFESSIONAL EXPERIENCE**

**DEPARTMENT OF CHEMISTRY, STONY BROOK UNIVERSITY, USA**

January 2013- Present

**Research assistant**

- Conducted SAR studies on thiolactomycin-based inhibitors against  $\beta$ -ketoacyl-ACP synthases
- Elucidated the mechanism of platensimycin-resistance discovered in *Staphylococcus aureus*
- Investigated the time-dependent inhibition of InhA inhibitors with a novel scaffold.
- Explored structure-kinetic relationship of methoxysulfone hydroxamate inhibitors against LpxC
- Evaluated the cellular time-dependent activity using post-antibiotic effect.

**ALUMNI NETWORKING EXECUTIVE COMMITTEE, Center for Biotechnology, NY**

July 2016 - Present

**Committee member**

- Facilitated the recruitment of the Fundamentals of the Bioscience Industry Program.
- Hosted the spring social event for the FOBIP 2017 class.

**SCHOOL OF LIFE SCIENCE, NANJING UNIVERSITY, CHINA**

March 2011 – May 2012

**Undergraduate research assistant**

- Isolated natural products from *Streptomyces* species.

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Chinese

**Volunteer experience:** Life Sciences Summit (2016 and 2017)

**Affiliations:** Institute of Chemical Biology and Drug Discovery (Research assistant)

**Certificate:** Completion of the “Fundamentals of Bioscience Industry Program”, (2016); Innovation Association level 1 (Nov 2017, License #: IM-01-16001729); Innovation Master level 2 (Nov 2017, License #: IM-02-16001729)

**Technologies:** Cloning, Site Direct Mutagenesis, Protein Overexpression and Purification, Enzymatic Synthesis, Enzymology, Column Chromatography; Biosafety Level 3 Practice, Microbiological Activity Assays; Fluorescent Spectrometry, AKTA-FPLC, MALDI-TOP, HPLC, UV-Vis Spectrometry, BioChemDraw, Microsoft (Word, Excel, PowerPoint), Pymol



### EDUCATION

**Babson College, F.W. Olin Graduate School of Business**, Wellesley, MA May 2019  
MBA Candidate; Concentration in Global Business and Finance. GPA: 3.56  
Awarded President's MBA Scholarship and Graduate Assistantship; Strategy & Innovation Department  
**Graduate Student Council:** Director of Alumni Relations

**University at Buffalo**, Buffalo, NY Dec. 2010  
BA; Political Science

### PROFESSIONAL EXPERIENCE

**General Dynamics Mission Systems**, Fairfax, VA June 2018 – Present  
Reporting to the CMO, Cyber and Electronic Warfare Systems Division

**Product Marketing Manager (MBA Intern)**

- Developed and operationalized go-to-market strategy in support of organization's first ever enterprise security product
- Led efforts to develop customer and market intimacy through lead generation, customer engagement, user interviews, competitive analysis, and trade show participation
- Aggregated of intelligence from market and customer intimacy efforts to inform product strategy, define product positioning, create MarCom and personas

**YopSec**, Buffalo, NY February 2017 - June 2017  
Cybersecurity startup focused on User Behavior Awareness and Analytics

**VP, Business Development (Consultant)**

- Performed market analysis and developed commercialization strategy for enterprise cybersecurity product
- Initiated relationships with early-stage investors to garner \$250k+ in pledged seed capital
- Led strategic partnership alignment to enlist early customers and technical advisors

**Imagine Staffing Technology**, Buffalo, NY July 2011 - February 2017  
\$10M boutique recruitment startup, founded in 2010

**Recruitment Relationship Manager & Sr. Recruiter**

- Grew regional and national presence to help drive revenues from \$350k in 2011 to \$10M in 2016
- Developed and managed a \$3M book of business that represented 60% of total direct hire revenue, and 30% of organization's overall revenue
- Led a team of 8 recruiters engaged in contract and direct-hire search, coaching internal team from requisition intake through service delivery while simultaneously managing client relationships
- Consulted with executive clientele on broader talent acquisition strategy, to include role design, compensation negotiations, offer presentation, and ongoing retention

### ADDITIONAL INFORMATION

**Certifications:** Global Innovation Management Institute, Level II: "Innovation Master", Pragmatic Marketing, Level V: "Foundations, Focus, Market, Launch, and Pricing"

**Awards:** 1<sup>st</sup> Place Winner, IXL Innovation Olympics, Spring 2018

**Volunteer Experience:**

Delegation Leader & Regional Lobbying Lead

- Grew NY-27's annual policy conference constituent attendance from 6 to 54 in five-year span  
Jewish Federation of Greater Buffalo, Board of Governors 2015-2017
- Founder and Co-President of young professionals' division

Ride for Roswell Park Cancer Institute, Team Leader 2017

Educate-A-Bull Dog Rescue, Fundraiser, Volunteer, & Foster

American-Israel Public Affairs Committee 2009-2017



### **EDUCATION**

**UNIVERSITY OF CALGARY** 2016 – Present

**Master of Business Administration, HASKAYNE SCHOOL OF BUSINESS**

- Full tuition scholarship and stipend
- GPA – 3.95/4.0

**UNIVERSITY OF CALGARY** 2008

**B.S., Civil Engineering (Structural Engineering Minor), SCHULICH ENGINEERING SCHOOL**

- Completed an undergraduate degree for a Bachelor of Science in Engineering
- GPA - 3.7/4.0

### **PROFESSIONAL EXPERIENCE**

**SAFEGUARD INDUSTRIES, CALGARY, CANADA** February 2016- October 2016

**Project Manager**

- Organized procurement of all engineered products. Lead purchasing and supply chain management
- Managed multiple projects from conceptualization and tendering to final installation.

**SAIPEM CANADA, CALGARY, CANADA** May 2011 – November 2015

**Civil/Structural Engineer & Project Coordinator**

- Facilitated smooth execution of projects by attending regular progress meetings with clients and visiting construction sites. Initiated procedures which conceptualized, identified, and resolved field problems quickly and diplomatically thus saving time and money for both parties.
- Collaborated and coordinated with field engineering and construction group personnel to define scope of work, client deliverables, problem resolution, and development of repair methods.
- Managed vendors ensuring contracts were executed in an efficient timely manner. Delivered completed projects on time and within budget.
- Improved vendor productivity by streamlining communication, anticipating and solving problems before they occurred.

**KLOHN CRIPPEN BERGER, CALGARY, CANADA** May 2008 - May 2011

**Water Resources Civil/Structural Engineer**

- Worked independently in various problem solving technical situations. Completed structural/civil works designs for concrete structures, retaining walls, underground concrete tunnels, water control structures, and earthworks

**CANA UTILITIES, CALGARY, CANADA** May 2006 – September 2007

**Project Manager**

- Managed projects to completion (from initial design phase to construction and final billing), experienced in Estimating, Material Take-offs, Pricing Materials, Billing, Project Management, and Project Scheduling (Construction Crew Scheduling)
- Designed projects, managed costs, and participated in construction administration/support. Managed client and vendor relations throughout project.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English

**Affiliations:** APEGA (professional Engineer)

**Technologies:** PC and MAC; MS Word, Excel, Power Point, MS Projects, Project; SAP and ERP, Salesforce CRM

### EDUCATION

**UNIVERSITY OF PENNSYLVANIA (UPENN), DEPARTMENT OF CHEMISTRY, USA** 2014 – Present

**Ph.D. Candidate in Biological Chemistry** Cumulative GPA – 3.9/4.0

- Full tuition scholarship and stipend
- Six peer-reviewed publications, including two at journals with an impact factor greater than 9
- Mentored one undergraduate and one graduate student, was teaching assistant for 3 semesters
- Won Dean's Travel Subvention Award to present research at American Chemical Society national meeting in 2016

**JAWAHARLAL NEHRU CENTER FOR ADVANCED SCIENTIFIC RESEARCH, INDIA** 2011 – 2014

**M.S. in Chemical Sciences**

- One of seven students selected nationwide based on admission test and interview
- Full tuition scholarship and stipend
- Mentored one M.S. student
- One peer-reviewed publication

### PROFESSIONAL EXPERIENCE

**PBG HEALTHCARE CONSULTING (AFFILIATED WITH WHARTON GROUPS)** June 2017- Present

**Vice-President (VP) of Operations in PBG board, Project Manager, Consultant**

- Responsible for maintaining the website and organizing meetings and workshops for PBG
- Led a project with four team members related to the development of a patient wellness group
- Have been associated as a team member with projects related to business plan development and marketing strategy in 2016 (Best Team Member Award 2016)

**ASSOCIATION FOR CULTURAL DIVERSITY IN CHEMISTRY, UPENN** August 2015 - July 2016

**Treasurer and Leadership member**

- Responsible for managing finances and maintaining a social presence for the organization
- Successfully secured funding from both University sources and chemical companies for four events

**WOMEN IN CHEMISTRY, PROFESSIONAL ADVANCEMENT COMMITTEE, UPENN** August 2015 - July 2016

**Board member and person in charge of communications**

- Responsible for organizing networking events/workshops that would help the Chemistry graduate students to make progress in their careers on a monthly basis
- Responsible for mediating efficient communication between the Department and the organization

### ADDITIONAL INFORMATION

**Languages:** Fluent in English, Bengali and Hindi

**Awards:** Won second position in an IXL innovation Olympics Challenge 2017

Recognized by Government of India for outstanding academic performance in high school

**Volunteer experience:** Chemistry Experiment Coordinator for Activities for Community Education in Science, Philadelphia Science festival, Philadelphia Area Girls Enjoying Science (2014-2016), Association for India's Development (2016)

**Affiliations:** University of Pennsylvania (Graduate student), PBG Healthcare Consulting (Student consultant)

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Python, HTML, MatLab, Origin, IgorPro, Gaussview, Omnic, Sparky, NMRpipe, FelixNMR, VMD

**Business knowledge:** Completed courses in marketing, accountancy, operations and entrepreneurship, Wharton School (through Coursera), Global Innovation Management Institute Certification obtained for Levels 1 and 2 (Innovation Associate and Innovation Master) from IXL

## DENNIS HOIER HOEL

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### EDUCATION

**HULT INTERNATIONAL BUSINESS SCHOOL, SAN FRANCISCO CAMPUS** 2018 – 2019  
**Masters Disruptive Innovation (MDI)**

**HULT INTERNATIONAL BUSINESS SCHOOL, BOSTON CAMPUS** 2017 – 2018  
**Masters International Business (MIB)**

- Awarded two scholarships.
- Founder and President of Hult sustainable business club

**OSLO METROPOLITAN UNIVERSITY, OSLO, NORWAY** 2014 – 2017  
**Business Administration**

- Managing role in student association.
- Student parliament member and Student Ambassador

### PROFESSIONAL EXPERIENCE

**DAIMLER AG, STUTTGART**  
**Intern**

- Designed a cultural experiment program launched in Tokyo & India, analyzed findings and constructed a recommendation report.

**CENTER FOR INNOVATION, EXCELLENCE AND LEADERSHIP, CAMBRIDGE** 2018  
**Innovation consultant**

- Consulted one of the largest fashion retailers in the world by creating an innovation strategy on corporate level with a multinational team.

**AVIS CAR HIRE, OSLO** 2015 – PRESENT  
**Rental sales agent and customer service desk – Seasonal**

- Operated DOS-based system for car rentals. Contributed to a quality business encounters and working environment.

**THE INNOVATION EFFECT, OSLO** APRIL-JULY 2017  
**Consultant**

- Co-managed a team of three consultants in creating the foundation of a strategic innovation plan for one of Norway's largest universities.

**EUROPE BY PEOPLE, AMSTERDAM** APRIL-JULY 2016  
**Urban developer**

- Formally managed a team of 4, and informally managed collaboration between four groups of four people each –each responsible for their part of a business concept development.  
Lead presenter of end results.

**AMSTERDAM EASTERN MUNICIPALITY, AMSTERDAM** APRIL-JULY 2016  
**Social entrepreneur**

- Created a business plan serving as the foundation of a pilot experiment about social cohesion and circular economy.

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Norwegian. Can communicate in Danish, German and Swedish.

**Awards:** Awarded Best Export Plan, 2016. | Awarded second place in IXL Innovation Olympics.

**Volunteer experience:** Start up week manager (student association), Student ambassador, study trip organizer, social entrepreneur role, urban developer role.

**Technologies:** PC and MAC; MS Word, Excel, Power Point.

## **EDUCATION**

### **HULT INTERNATIONAL BUSINESS SCHOOL**

2017 – 2019

#### **M.S. International Business, M.S. Finance**

- M.S. International Business – Graduated with Academic Distinction
- M.S. Finance – Expected March 2019
- Academic Involvement: Dean's Scholar; Treasurer, Women in Business Club; Winner of Social Hackathon – RecycleHealth (2018); Winner of PWC Pitch Challenge – London

### **SALEM STATE UNIVERSITY**

2013 – 2016

#### **B.S. Business Administration - Finance**

- Minor: Economics, Public Relations
- Academic Involvement: Treasurer and President, Association of Latino Professionals for America (ALPFA) Salem State Chapter; Vice President, Delta Mu Delta Honor Society; Member, Phi Kappa Phi Honor Society; Member, Alpha Lambda Delta Honor Society; Member, Finance Association
- GPA: 3.992, Dean's List, Summa Cum Laude

## **PROFESSIONAL EXPERIENCE**

### **IXL CENTER FOR INNOVATION, EXCELLENCE AND LEADERSHIP, Cambridge, MA**

June – August 2018

#### **Consulting Intern**

- Worked within a team of five on a consulting/innovation competition with a real-world client based in the U.S. with the goal of closing their growth gap through utilizing GIMInstitute Innovation Strategies. Placed 1st amongst 5 other competing university teams.
- Proposed a two-year plan for the client to enter the B2C market to close their growth gap of \$100M per year. Conducted primary and secondary supportive research, forecasted revenue growth and sales potential utilizing sensitivity analysis, and developed and presented a finalized business case for the client.

### **SALEM STATE UNIVERSITY, Salem, MA**

September 2014 - 2016

#### **Finance Tutor**

- Worked independently and within a team of tutors to improve students' academic performance to reinforce the General Business and Finance curriculum, ensuring a positive learning experience.
- Aided students with finance coursework by working one-on-one or in a group-based setting for test preparation, project walk throughs, homework assistance, and understanding essential finance concepts.

#### **Intercultural Leadership Program (ILP) Peer Mentor/Peer Tutor**

- Worked alongside a team of peer mentors to aid students in academic coursework, to act as a proctor in the classroom, and to foster an environment of cultural awareness.
- Aided 20-30 students yearly with related coursework within the classroom through peer mentoring and peer tutoring and directly assisted ILP faculty in the designated ILP courses. Also led community service awareness events such as a Homeless Vigil and assisted with ILP recruitment and with external ILP related events.

## **ADDITIONAL INFORMATION**

**Languages:** English (Native), Vietnamese (Proficient)

**Volunteer experience:** Assistant Coach of Pop Warner Cheer Team (2012 – 2013), Worked with non-profits -Embark Program for Lifebridge, Hear Us Inc., Project Linus (2014 – 2015), Cultural Care Kids First (2018)

**Certifications:** Hubspot Inbound Marketing, Inbound Sales, Sales Software, GIMInstitute Innovation Associate (Level 1) and Innovation Master (Level 2)

**Technologies:** PC - MS Word, Excel, Power Point; Google - Docs, Sheets, Slides

### EDUCATION

<b>THE UNIVERSITY OF TAMPA</b> <b>Master's in Business Administration</b>	2017
<b>SIKKIM MANIPAL UNIVERSITY</b> <b>M.Sc. in Computer Science</b>	2012
<b>IGNOU</b> <b>.Sc. (Honors) in Chemistry</b>	2008

### PROFESSIONAL EXPERIENCE

<b>THE UNIVERSITY OF TAMPA, Tampa, FL</b> <b>Graduate Assistant to the Director, Adult and Summer Academic Programs</b>	September 2015- Present
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- Wrote complex MS Excel formulae to analyse the data related to over 3500 records by data aggregation and data mining.
- Designed dash boards consisting of over 100 parameters for top University management to visualize trends in summer session data 2008 onwards.
- Performed research related to developing new Doctorate and Masters Programs.
- Compared the employability, future job growth prospects in the studied fields, the related degree programs offered by other universities in the US for fields like Criminology, Nursing and Data science using Bigdata Analytics.
- Designed questionnaires and evaluated the feedbacks received for the North American Association for Summer Schools (NAASS) 2015 Conference.
- Facilitated Orientations and workshops for new and returning MBA, MS and MFA students in spring 2016 and Fall 2017 session, and CFP candidates.
- Carried out a study and submitted a report to develop training program for Adjunct Faculty members.

<b>Apex Shipways Pvt. Ltd., Jaipur. IT Manager/IT Assistant</b>	July, 2014 – July, 2015
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- Oversaw technical projects in alignment with organizational goals, analysing & protecting Systems Servers & Services from external & internal threat.
- Planned, developed and implemented the Information & Communications Technology (ICT) budget.
- Supervised the work of 4 to 6 team members, offering constructive feedback on their work performance.

<b>Academy for Competitive Excellence, Delhi. Owner/ Entrepreneur</b>	April, 2011 – March, 2014
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- Imparted Training Programs for C++, SQL, Java, Computer Networks, Physics and Chemistry to over 80 students a year.
- Planned class schedules and coordinated among various school syllabi, leading all towards a common goal of achieving good grades and getting admission in a top notch college/ University.
- Generated annual revenue of over INR 0.8 million & delivered 100% passing results every year.
- Organized Career Fairs for High School Students and lead them crack highly competitive.

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Spanish

**Certifications:** PMI CAPM, CCNA (Routing & Switching) and Bloomberg Market, Concepts (BMC). Project Management: MS Project 2013 and PMI specified 5 Process Groups & 10 Knowledge Areas including Risk Management, Project planning and development.

**Technologies:** Data Modelling (Developing Attribute, Calculation and Analytical views using SAP HANA SPS 11. SAP BW 7.4, and IBM SPSS Modeller. Data Visualization and Reporting (Tableau 10, SAP Lumira, Web Intelligence, BO Dash Boards.) Data Provisioning ( SAP SLT, SDA and SAP BODS from SAP and non-SAP systems )

## EDUCATION

### DUKE UNIVERSITY

Dec 2018

**Master of Engineering Management**

GPA: 3.9

### INDIAN INSTITUTE OF TECHNOLOGY (INDIAN SCHOOL OF MINES) DHANBAD

May 2017

**Bachelor of Technology in Electronics and Communication Engineering**

**Minor in Financial Management**

GPA: 3.8

## PROFESSIONAL EXPERIENCE

### IXL Innovation Centre, Durham

Oct 2017 – Jan

#### 2018 Student Innovation Consultant Intern

- Developed a marketing strategy to generate 15% ROC for a \$4.5 trillion-dollar asset management firm to target a new customer segment.
- Recommended a comprehensive business concept to the client, by studying internal expertise, business strategy and budget, through primary and secondary research and presented a go-to-market strategy.

### Duke Interdisciplinary Social Innovators (DISI)

Aug 2017 –

Dec 2017

#### RA Colby, Durham

##### Pro-bono Consultant

- Collaborated with a team of 10 to devise business development strategy for a client into the pipe organ industry.
- Provided recommendations to enhance firm's operations and marketing plans ensuring 20% increase in customer acquisition.

### SATIATOR

Dec 2015 – May

2017

#### Co-Founder

- Established and co-led college's first student led food delivery venture from city restaurants, generating revenue of over INR 250,000 for the first 100 days of operation.
- Created and promoted marketing campaign, pricing model, and logistical delivery strategies.
- Hired and maintained an employee base of 10+ individuals.

### OYO ROOMS

May 2016 – July 2016

#### Summer Intern, Operations

- Performed market research and competitive analysis in a team of 3 to form a sustainable channel for lead generation and resulting in 12 new clients.
- Ensured a good customer experience by providing technical support for the product, receiving a rating of 4 on a scale of 5 from clients

## ADDITIONAL INFORMATION

**Leadership:** Customer Relationship Manager at AISEC IIT(ISM) DHANBAD and Kartvya IIT(ISM) Dhanbad coordinator

**Computer Skills:** SQL, C, C++, Java, Microsoft Office.

**Interests:** Playing outdoor games like soccer, basketball, cricket.

**Community Work:** Volunteering for NGO's and not for profit organizations.

**GRE Score:** 320, 170(quant) and 150(verbal)

## DOMINIK BÜCHER

dominik.buecher@gmail.com | +1 (415) 525 – 6847

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### EDUCATION

**HULT INTERNATIONAL BUSINESS SCHOOL, SAN FRANCISCO, SHANGHAI, BOSTON** Expected March 2018  
**Master of International Business (MSc) and Master of Finance (MSc)**

- Dean's List and active member of the Hult Consulting Club
- GPA – 3.3/4.0 (26 courses)

**STANFORD UNIVERSITY**

2017 – 2017

**Continuing Studies - Innovation Timing: Discovering, Evaluating, Creating Technology Opportunities**

**MCI MANAGEMENT CENTER INNSBRUCK**

2012 – 2016

**Bachelor of Science in Engineering – Industrial Engineering & Management**

- Basics of mathematics, natural science & Engineering science (30%), General engineering (25%), General management (20%), English & key competences (10%), Introduction to academic research / R&D / internship (15%)
- GPA: BSc – 2.9/4.0 (68 courses)

### PROFESSIONAL EXPERIENCE

**ROCHE DIAGNOSTICS INTERNATIONAL AG BRANCH DIABETES CARE, Switzerland** May – August 2016  
**Finance Auxiliary**

- Optimized and standardized Reports for Finance for more than 20 countries
- Created and developed a SharePoint environment for streamlined access to financial reports based on designed, promoted and analyzed surveys to determine customer requirements
- Managed access rights for SharePoint and specific reports to coordinate virtual teams
- Prepared Tests for user acceptance to provide a suitable solution and assisted a team in realization

**BAYER HEALTHCARE, Germany**

February – December 2015

**Internal Consulting Student Intern with Bachelor thesis**

- Led a project along DMAIC, executed measurement, visualization and analysis of process data, cycle times, errors/deviations and root cause analysis in team of experts
- Selected Lean Six Sigma methods to map, analyze processes, diagnose wastage, and to initiate and develop improvement
- Participated in initial training in production and production planning, logistics, IT and quality assurance
- Coordinated and presented project update presentations for management and project team
- Cooperated with an internal team for improvement with design of safety and environment presentations
- Managed process mapping, analysis of confounding factors and value stream design
- Performed and organized trainings for implementation and monitored new processes and key performance indicators for management and production workers
- Motivated and affected people to gain commitment to the new process by highlighting benefits and achievements
- Monitored streamlined processes and initiated corrective measures in case of deviations
- Achieved over 50% reduction in cycle time of the batch record process

### ADDITIONAL INFORMATION

**Languages:** German (Native), English (Fluent), French (Basic)

**Awards:** Peer Recognition Award – **Peer Tutor** Award and **Above and Beyond** Award from Hult

**Volunteer experience:** IXL Ambassador, Boston Cares, 3 years community worker

**Certifications:** Six Sigma White Belt, GIMI Level 1 and Level 2

**Technologies:** Microsoft Word, Excel, PowerPoint, SharePoint, Visio (Advanced), SAP (Basic)



**DORA BURIUSZ**

buriusz.dora@gmail.com | +1 (857) 253 – 8316

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**EDUCATION**

**HULT INTERNATIONAL BUSINESS SCHOOL** Boston, Massachusetts 2017-2018  
**Master of International Business School MIB**

- President, Consulting Club
- Head of Eastern European recruiting for MIT European Career Fair
- Winner of the Hult Business Challenge – Consulting project
- Participated in 2-day workshop on Leadership in Ashridge House in England
- Finalist in PwC Pitch Challenge
- Participant in Flywire Consulting Hackathon

**LUDWIG MAXIMILIANS UNIVERSITY** Munich, Germany 2012-2016  
**Bachelor in Business Administration (BBA)**

- Elected CFO of student association for 1 year.
- Awarded best business plan reward on group project from 100+ groups.

**PROFESSIONAL EXPERIENCE**

**IXL Innovation Olympics** Boston, MA 2018  
**Intern**

- Participated in the world's largest business innovation competition, centered around solving a real innovation and growth challenge faced by major companies.

**RSM Germany, Risk Advisory services** Munich, Germany 2016 – 2017  
**Associate.**

- Completed eight-month internship in Risk Advisory Services. On-site SOX Advisory, testing of functionality of Internal Control Systems and Internal Audit in different European countries
- Led team of 6 people while on-site on project after 6 months internship experience.
- Performed independent SOX Testing in more than 5 European locations.
- Oversaw all communication with client management to ensure seamless audit process, including organizing and conducting interviews.
- Recorded relevant business processes and functions with Microsoft Visio from to assess possible risks.
- Supported and coached intern on field work to ensure a quick and smooth incorporation process.

**eGym GmbH** Munich, Germany 2016  
**HR intern.**

- Worked in a start-up atmosphere for six months as an intern in HR with the main focus on recruiting. Managed end-to-end applicant care including applicant communication, independent telephone and on-site interviews and full responsibility of decision making for hiring or rejecting applicants within IT and business development roles.
- Led a project and worked closely with the Big Data Analyst to create the basis of Active Sourcing including a tracking and reporting system for Management.
- Set up a tracking system to help analyze and evaluate KPIs and helped re-define processes based upon strategic goals and business objectives.
- Reduced IT applicant response process by 3 days and whole application process by 10 days through introduction of a new screening process.
- Filled more than 20 open positions in 6 months.
- Organized recruiting events independently and with whole authority to help with employer branding.
- Designed new career page in strong collaboration with a UX Designer.

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English, German and Hungarian



**ELAINE POON**

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**EDUCATION**

**UNIVERSITY OF CALGARY, HASKAYNE SCHOOL OF BUSINESS**

2016 – 2018

**Executive Master Of Business Administration (EMBA)**

- Business Law Cohort, 1 of 25 Selected Haskayne members for Creative Destruction Lab (CDL) Rockies

**MD (Doctor of Medicine)**

2008 – 2011

- Completed with international rotations in China (2009) & Australia (2009) approved by the faculty
- Research: Clinical implications of medical guidelines in high-risk births in the health district
- Leadership: Conference organizer (2 conference terms) of Alberta Medical Student Conference and Retreat (AMSCAR), 1 of 3 Calgary executives on planning committee for medical student workshops
- Awards: Joseph Albert Award for Elective Study at Centers of Excellence (2010); Travel Award (2009); National Health Sciences Students' Association (NaHSSA) Essay Competition, 2<sup>nd</sup> Place (2009)

**UNIVERSITY OF ALBERTA, FACULTY OF PHARMACY & PHARMACEUTICAL SCIENCES**

2004 – 2008

**BSc. Pharm (Pharmacy)**

- Completed national and provincial licensing in Alberta, Canada, with elective in France (2007)
- Conducted lab research identifying medication pharmacokinetics as part of a larger project (2005) as part of a Canadian Institute of Health Research (CIHR) grant
- Leadership: Class Representative, first year of revised academic curriculum (2004-2005); Interprofessional Liaison (2005-2006) of Alberta Pharmacy Students' Association (APSA); President (2006-2007) of National Health Science Students' Association - Alberta Province branch
- Awards & Honors: Future Professional Award, Canadian Society of Hospital Pharmacists (CSHP) (2006-2007); Canadian Institute of Health Research (CIHR) (2006) Health Professional Student Research Award; Jason Lang Scholarship awards (3 years) for outstanding academic achievement

**PROFESSIONAL EXPERIENCE**

**MEDICAL TECHNOLOGY ROCKIES AREA, CANADA**

August 2017 – Present

**Business Strategy Analyst - Creative Destruction Lab (CDL) Participant**

- Adjusting a business model and commercialization strategy for a Canadian-based medical technology startup by analyzing key medical technology components and landscape

**UNIVERSITÉ DE SHERBROOKE, DEPARTMENT OF NEUROLOGY, CANADA**

2011 – 2016

**Resident Physician**

- Designed and wrote a prospective randomized control trial (RCT) in French and English for improved efficiency in diagnosis: research was approved by the ethics and scientific committees
- Teaching assistant; led the "Brainstem" topics session for the 2014 Neurology Small Groups

**POISON AND DRUG INFORMATION SERVICES (PADIS), CANADA**

April – August 2005

**Pharmacy Intern – Medication and Herbal Advice Line**

- Presented and wrote executive summary/ "audit": Conducted primary market research of 75+ callers

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and French

**Volunteer experience:** Mass Gathering Medicine (MGM) Spartan Race, Calgary Stampede

**Affiliations:** Federation of Medical Women of Canada (FMWC) – elected as Treasurer (2016-2018 term)

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Project; ERP; Sunrise Clinical Manager, Electronic Health Record systems (Eg: Telus Wolf), Kroll, Ariane Medical System, Netcare Portal

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### EDUCATION

<b>DUKE UNIVERSITY</b> , Durham, NC, USA	Aug 2017 – May 2018
<b>Master of Engineering Management (GPA 3.77)</b>	
<b>UFA STATE PETROLEUM TECHNOLOGICAL UNIVERSITY</b> , Ufa, Russia	Sept. 2005 – Jun. 2009
<ul style="list-style-type: none"><li>▪ Bachelor of Engineering</li><li>▪ Diploma: Technical Process and Production Automation.</li><li>▪ Section Leader, Honors distinction - Cum Laude.</li></ul>	
5 <sup>th</sup> Year Engineering Degree (requirement to practice engineering in Russia)	Sept. 2009 – Jun. 2010

### PROFESSIONAL EXPERIENCE

<b>SCHLUMBERGER</b> , Aktau, Kazakhstan (Tengiz Field) General Field Engineer	Jul. 2016 – May 2017
<ul style="list-style-type: none"><li>▪ Led operations at foreign rig site with high H<sub>2</sub>S (poisonous gas) concentration, responsible for cell team and equipment installation and operation (Chevron).</li><li>▪ Operated company's newest Multiphase Flowmeter (Vx Spectra) on live based oil and gas wells in three remote Tengiz locations.</li><li>▪ Reported data acquired by Flowmeter to the Client every twelve hours during the flowing operations.</li><li>▪ Monitored real time data acquisition and transmission from equipment to the Client's office using InterACT (Schlumberger Software).</li><li>▪</li></ul>	
<b>SCHLUMBERGER</b> , Rio de Janeiro, Brazil Technical Team Leader	Aug. 2014 – Jul. 2016
<ul style="list-style-type: none"><li>▪ Spearheaded creation of a standardized data-process workflow for sharing of information between offshore and office teams; resulting in more efficient communication and quicker turn-around time.</li><li>▪ Represented the company at weekly client (Petrobras) meetings in a foreign language (Portuguese).</li><li>▪ Investigated and presented non-conformance incidents at internal meetings.</li><li>▪ Coordinated the preparation and mobilization of pressure testing units for up to six simultaneous offshore projects (Testing Data Acquisition) via supervision of three operator teams and third-party providers.</li><li>▪ Designed ten engineering layouts including 500 meters of piping and 50 components and ran dynamic well test simulations using AutoCAD and Architest (Petrobras, Repsol), projects successfully executed offshore</li><li>▪ Met all local incentive goals for 2 years straight.</li></ul>	
<b>SCHLUMBERGER</b> , Rio de Janeiro, Brazil Senior Field Engineer	Nov. 2010 – Aug. 2014
<ul style="list-style-type: none"><li>▪ Installed and operated oilfield well-testing equipment at offshore rig-sites in Brazil and Colombia.</li><li>▪ Promoted three grades and ahead of schedule.</li><li>▪ Collaborated with team to design a new concept for Compact Well Test equipment (CWT), project was implemented and recognized for: reduction of a footprint of the layout by 20%, more efficient rig up time by 22%, reduction of manufacturing and transportation costs by 33% and 63% accordingly.</li><li>▪ Authored operating manual and guidelines for CWT adopted as standards in global operations</li><li>▪ Received two "Applause" awards from the Senior Managers for contribution.</li></ul>	

### ADDITIONAL INFORMATION

- Fluent in Russian, English, Portuguese, Tatar.
- Russian Citizen with permanent work authorization in Brazil, USA Green Card holder.
- Certified for 7 technical and leadership courses provided by Schlumberger in France and Brazil.

## **EDUCATION**

### **UNIVERSITY OF CALIFORNIA, LOS ANGELES**

2012 – 2019

#### **M.A., and PhD., Anthropology**

- GPA – 4.0/4.0
- Researching local responses to a retail development in Dublin, which includes following retail market trends.
- Utilized ethnographic research methods such as participant-observation (taking fieldnotes and audio-visual recordings), and interviewing 20+ individuals, and analytic methods of transcription on InqScribe and coding on MAXQDA software in order to synthesize data into clear dissertation chapters.
- Presented at 10+ academic conferences using PowerPoint, co-organized 2 conference panels, and currently revising a book chapter for an interdisciplinary volume in contemporary Irish Studies.
- Successfully obtained \$40,000+ from national, university, and department research grants and awards.

### **UNIVERSITY OF CALIFORNIA, SAN DIEGO**

2008 – 2011

#### **B.A., Sociocultural Anthropology**

- UC-GPA 4.0, Summa Cum Laude, Department Honors with Highest Distinction
- Participant: 2010 International Summer School in Irish Studies, University College Cork, Ireland

## **SELECTED PROFESSIONAL EXPERIENCE**

### **IXL Innovation Olympics (1<sup>st</sup> Place)**

2018

- Advised a South American company on their entry into a mature US market through innovative local partnerships, as part of a team of 5 UCLA PhD students over 8 weeks, resulting in client's implementation of our recommendations.
- Conducted extensive ethnographic market research with potential partners, competitors, and suppliers.

### **UCLA Career Center**

*Specialized Graduate Career Consultant, Master of Applied Economics (MAE) Program*

2017 – 2018

- Built 2 surveys to identify the unique challenges facing MAE students' professional development, resulting in targeted and impactful workshops for the second cohort of students in a 1-year Master's program, including 83% international students.
- Led 4 workshops for MAE students on career-preparation skills, such as professional communication.

### **UCLA Graduate Division**

*Research Assistant & Graduate Ambassador, Office of Diversity, Inclusion, and Admissions*

2013 – 2017

- Located significant quantitative trends in the admission of under-represented minority (URM) groups into 48 PhD programs (across 4 UC campuses over 6 admissions cycles) using Tableau.
- Presented recommendations to executive PIs, isolating the need for increased URM recruitment initiatives.

## **ADDITIONAL INFORMATION**

**Languages:** English (Native), French (Elementary), Irish (Elementary)

**Volunteer experience:** Best Friends Animal Society (Senior Cat Team Volunteer)

**Affiliations:** UCLA Advanced Degree Consulting Club (VP for Education and Learning), Association, American Conference for Irish Studies

**Technologies:** PC and MAC; MS Office, InqScribe, Tableau, MAXQDA

### EDUCATION

- UNIVERSITY OF CALGARY** Calgary, Alberta 2017  
**Master of Business Administration (MBA in Finance and Strategy)**
  - Achieved GPA of 3.84 (4.0) / Evening MBA Rep / Alberta Graduate Student Scholarship
  - Exchange program London School of Economics (LSE), UK and European Innovation Academy (EIA), France
  - Diploma in Entrepreneurship from EIA where I built the start-up Nano Finance from ideation to an organization hiring four partners in the process
- Bachelor of Business Administration (BBA in Accounting and Management)** 2007  
University of Dhaka, Dhaka, Bangladesh
- Chartered Institute of Management Accountants, London, U.K.** 2011  
Professional Diploma in Management Accounting

### PROFESSIONAL EXPERIENCE

- Management Consultant (Intern)** Fall 2016  
IXL Center - Center for Innovation, Excellence and Leadership, Boston, USA
  - Consulted for a conglomerate through the IXL Innovation Olympics program; Formed a team and delivered an innovative business plan to meet a multi-million-dollar growth gap
  - Won the first place and \$5000 prize in IXL Fall 2016 Innovation Olympic against MBA teams from Paris, Barcelona, San Francisco, and Boston.
- Imperial Tobacco Company Limited / British American Tobacco Canada** Calgary, Alberta  
**Analyst, Regional Deployment** 2015 - 2016
  - Developed strategic marketing plans and lead the execution of these plans in Western Canada demonstrating outstanding teamwork collaborating with various departments such as research and regional sales teams.
  - Delivered critical analysis and insights to improve overall regional performance by monitoring regional KPI, analyzing daily sales, and identifying opportunities
- Asst. National Key Account Manager**  
2014 to 2015
  - Managed company's biggest customers in the Western region (7- Eleven, Shell, Safeway, Husky, Overwaited, Chevron, Calgary COOP, Domo, Fas Gas, and Western Regionals)
  - Improved customer experience by implementing comprehensive "WOW-Key: Key Account Way of Working" best practice in the department which contributed to 100% client retention and 2% increase in sales
- Account Manager and Various Other Roles in Trade Marketing** 2007- 2014
  - Managed a team of 21 sales representatives; Executed account management strategies to drive profitable volume and market share growth, distribution, and OOS performance for a collection of accounts within a geographical area

### ADDITIONAL INFORMATION

**Skills:** Proficient in STATA, SAP Business Object, Oracle CRM Database, Bloomberg, S&P Capital IQ, MS Office; awarded by research team for exceptional ability to convert research insights into business plan

**Certification:** Global Innovation Management Institute – Innovation Master 2016

**Organizations:** Member of Student Advisory Panel: CPA Western School of Business, CPA Canada. Vice President of Shawmasters Toastmasters. Achieved "Competent Communicator" (CC), "Competent Leader" (CL), Advance Leader Bronze (ALB) Award, and third place in Impromptu Speech Contest

**Awards:** Award-winning analyst and finance enthusiast with five plus years of experience in strategy and planning and revenue management; Skilled in IFRS, financial modeling, memo writing, and account management.

## EDUCATION

### **COLUMBIA UNIVERSITY**

December 2015

#### **Master of Science in Management Science and Engineering**

- GPA: 3.80/4.00

### **KARLSRUHE INSTITUTE OF TECHNOLOGY (KIT)**

June 2012

#### **Bachelor of Science in Business Engineering**

- GPA: 1.5 on 1.0 to 5.0 scale

## PROFESSIONAL EXPERIENCE

### **LENGOO GMBH, Karlsruhe, Germany**

Mar 2012 – Present

#### **Co-founder and CEO**

- Responsible for strategy and IT: Tasks include developing, implementing and optimizing internal processes, as well as the growth-oriented allocation of financial resources, and management of eight full-time employees and 600 freelancers.
- Awarded 'Founder of the Month' by the Innovation Department of KIT in Dec 2013.

### **KIT, Institute of Finance, Banking and Insurance, Karlsruhe, Germany**

Oct 2011 – Mar 2012

#### **Teaching Assistant in 'Business Administration**

- Finance and Accounting', supervised by Professor Dr. Martin Ruckes
- Provided tutorials for up to 40 students, assisted in correcting approx. 1000 exams.
- Topics comprised of capital markets, accounting, marketing and production economics.

### **ACCENTURE GMBH, Frankfurt, Germany**

Jul 2011– Oct 2011

#### **Intern in IT Consulting**

- Created an account profile of a leading European logistics service provider.
- Supported the design of a rollout concept for the Europe-wide unification of the IT landscape, which included performing as-is-analyses of existing rollout processes, optimizing and developing templates and guidelines for rollout activities and presenting interim results to the company's CIO.

### **INST. OF APPLIED INFORMATICS & FORMAL DESCRIPTION METHODS, Germany April 2010 – July 2010**

#### **Teaching Assistant in Advanced Programming**

- Java Network Programming' supervised by Professor Dr. Detlef Seese
- Lead recitations and programming labs for up to 25 students, assisted in correcting approx. 600 exams.
- Topics included threads, swing GUIs, server-client programming and HTML embedding.

## ADDITIONAL INFORMATION

**Computer:** MS Office (Word, Excel, PowerPoint), Java, HTML, CSS, LaTeX, MATLAB, ProE, LabVIEW

**Languages:** German (native), Spanish (intermediate), Portuguese (basic)

**Publications:** Kränzler C, Nagel J, Pylatiuk C: Harvesting kinetic energy to supply autonomous lighting on Nordic Walking poles. Proceedings of the Institution of Mechanical Engineers, Part P: Journal of Sports Engineering and Technology 2013 0 (2013), p.1754337113509797v1.

**Interests:** Intercultural communication, tennis, fitness & strength training, surfing

## EDUCATION

<b>STANFORD UNIVERSITY</b>	2013-Present
<b>PhD Candidate, Chemistry</b>	
<ul style="list-style-type: none"><li>Teaching assistant for class and lab sections, managing sections up to 30 students, writing and testing course material and exams. 3.6 GPA</li></ul>	
<b>CHEMISTRY-MCMASTER UNIVERSITY</b>	2008-2013
<b>Honours BSc</b>	

## PROFESSIONAL EXPERIENCE

<b>WINNER-STANFORD ENERGY CLUB CASE CHALLENGE</b>	2016
<ul style="list-style-type: none"><li>Won the Ford Motor Co. energy challenge.</li><li>Presented on the future of automobiles in an increasingly green world.</li></ul>	
<b>1<sup>ST</sup> PLACE-IXL INNOVATION OLYMPICS</b>	2016
<ul style="list-style-type: none"><li>Worked with a team of Stanford students to solve technical and marketing problems for an industrial client.</li><li>Synthesized cost-benefit analyses, networked with upstream suppliers, and presented final business case recommendations to client.</li><li>Received commendations for consistency, research thoroughness, and succinct analysis.</li></ul>	
<b>3<sup>RD</sup> PLACE-STANFORD APT CASE COMPETITION</b>	2016
Lead a team of 3 that analyzed sales data to produce market solutions and trend summaries.	
<b>STANFORD UNIVERSITY</b>	2013-2014
<b>Teaching Assistant</b>	
<ul style="list-style-type: none"><li>Taught 2<sup>nd</sup> year organic chemistry lab and general chemistry courses.</li><li>Graded student submissions, created exam questions and review sessions, as well as</li></ul>	
<b>HECHT GROUP, HUMBOLDT UNIVERSITY</b>	2012
<b>Visiting Researcher</b>	
<ul style="list-style-type: none"><li>Received a DAAD-RISE Fellowship to study and conduct research in Berlin, Germany.</li><li>Practiced networking and communication skills in a non-english environment.</li><li>Presented findings at DAAD-RISE Conference in Dresden, Germany to program peers and mentors.</li><li>Mentored subsequent McMaster students in the program, helping applicants with their own submissions and then with acclimating to Germany and finding accommodations.</li></ul>	

## ADDITIONAL INFORMATION

**Lab Skills:** including ESI, EI, CI and MALDI mass spectrometry, NMR spectroscopy, vacuum line techniques, powder x-ray diffraction, Raman spectroscopy, and fluorescence spectroscopy. Lab instrument repair and maintenance on a variety of instruments including Mass spectrometers, Raman spectrometers, vacuum pumps, and GPC instrumentation

**Computer Skills:** Java, LabView, Matlab, and Python programming, Scifinder, use of Microsoft Office (particularly Word, Excel, PowerPoint).

**Languages:** Conversational French (attended immersion in Montreal).

### EDUCATION

**HULT INTERNATIONAL BUSINESS SCHOOL**

Expected August 2017

**Master in International Business, Major in Finance**

- Dean's List Student

**BRAZILIAN INSTITUTE OF CAPITAL MARKETS (IBMEC)**

2013

**Bachelor in Economics and Finance (BE)**

### PROFESSIONAL EXPERIENCE

**BX CAPITAL - Rio de Janeiro, Brazil**

2015 – 2016

**Associate Business Analyst**

- Conceptualized and prospected 10+ M&A opportunities for financial and strategic clients. Developed solid relationships with analysts in public and private institutions from different fields.
- Initialized and led a project of inorganic expansion with potential value of USD50 million in the Insurance Industry. Developed market research and built relationship with over 20 companies and Directors, among several regions in Brazil.
- Negotiated innumerable kinds of assets such as farms, real estate, ports, metallurgic plants, educational and health care chains among others.

**LOEB EVENTOS - Rio de Janeiro, Brazil**

2014 – 2015

**Administrative and Commercial Director Assistant.**

- Managed financial cycle, suppliers and client accounts, as well as analyzed revenue, costs, margin and determined mix of products and services.
- Initiated and executed negotiations with banks resulting in a 60% debt reduction, restoring financial healthiness for the firm and preparing it for a new growth cycle. Dealt with both 20+ clients and suppliers

**GRADUAL INVESTIMENTOS - Rio de Janeiro, Brazil**

2013

**Intern.**

- Analyzed stocks, created investment cases for high-income clients (+USD1 million). Assisted brokers operated more than USD6 million/day.
- Engaged in a succeeded take-over operation in oil and gas sector worth USD43 million, in sell-side advisor team, composed by 3 members.

**JLT RE - RIO DE JANEIRO, BRAZIL**

2012

**Intern**

- Gone through back office of aviation of reinsurance business, serving a portfolio of 10-15 clients like police, firefighters and private fleets, worked closely with the CEO doing research on all business lines, and then moved to commercial side of insurance business of the company.

### ADDITIONAL INFORMATION

**Languages:** English (fluent), Portuguese (native), Spanish (intermediate), French (beginner/self-taught)

**Certifications:** Valuation at Anbima, Project Management (PMBOK) 50-hour-course 2013, 2015

**Volunteering:** Counselor at Neighborhood Association in Rio de Janeiro, AMASCO Since 2013

**Activities:** IXL Innovation Challenge 2016

**Skills:** Corporate Finance, M&A, Financial Modeling, Macroeconomic Analysis, Gretl (Econometric software), Trading and Strategy.



## EDUCATION

### **DUKE UNIVERSITY**

December 2017

#### **Master of Engineering Management**

- GPA: (3.67/4.0)

### **ANNA UNIVERSITY**

May 2012

#### **Bachelor of Engineering in Mechanical**

- GPA: (3.8/4.0)

## PROFESSIONAL EXPERIENCE

### **HINDUSTAN AERONAUTICS LIMITED, Bangalore, India**

December 2012- July 2016

#### **Supply Chain Engineer**

(February 2014 – July 2016)

- Reduced order placement cycle time from 90 days to 60 days by integrating e-procurement system with ERP. Minimized rejection rates of tenders due to unqualified suppliers from 50% to 10% by updating and digitizing vendor directory.
- Managed \$1.8M gas turbine test bed upgradation in the capacity of deputy project manager.
- Negotiated 8% decrease in quoted price with suppliers and finalized price, terms & conditions of contracts. Streamlined the payment recommendation process shortening payment period from 45 to less than 30 days. Evaluated commercial bids of vendors as per purchase manual to determine suppliers for order placement.
- Communicated project requirements between technical team and suppliers. Evaluated and rated vendor quality through inspections and audits as per ISO 9001:2015 standards.

#### **Manufacturing Engineer**

(December 2012 – January 2014)

- Led team of 15 employees as front-line manager in gas turbine overhaul and test hangar.
- Carried out study implementation of which increased productivity by 5.5% through optimal resource utilization.
- Standardized work procedures for 10 gas turbine modules as per OEM requirements.
- Aided in implementation of Lean Management tools in the shop floor.

## ADDITIONAL INFORMATION

### **Research Assistant, Fuqua School of Business**

Jan 2017 - Present

- Performing market research on firms to gauge innovation that received funding from venture capitalists. Collected key data metrics like IPO date, founding date, funding year, acquisition status for over 2000 companies.

### **Consultant, IXL Center Innovation Olympics**

Aug 2016 – Jan 2017

- Performed new product adjacency analysis for a \$6B metal recycling firm. Identified new extraction method for nonferrous metals leading to 80% increased revenue through better efficiency.

### **Student Consultant, Synapse Biosciences LLC, Durham, NC**

Aug 2016 - Dec 2016

- Developed market strategy through primary and secondary research for new product launch by Synapse Biosciences. Identified channel partners to commercialize product in clinical drug trials

### **Project Innovator, DISI - Durham CAN, Durham, NC**

Aug 2016 - Dec 2016

- Strategized plans to enable effective communication with over 7000 stakeholders.
- Implemented effective data storage & retrieval methods by segregating stakeholders under 18 different categories.

**Languages:** Fluent in English, Tamil and Hindi

**Awards:** Awarded Best Outgoing Student of the year, 2012

**Technologies:** MS Word, Excel, Power Point, ERP, e-Procurement, SQL, Tableau, CATIA and AutoCAD

**Skills:** Capacity Planning, Supplier Quality Management, Supplier / Vendor Rating, Inventory & Demand Planning, Selection & Evaluation, Contracts & Negotiations, Value Stream Mapping, Lean Management, Continuous Improvement, Data Analysis, Scheduling, Market and Financial Analysis



## **EDUCATION**

### **HULT INTERNATIONAL BUSINESS SCHOOL**

2017 – 2018

#### **Master of International Marketing**

- Outstanding Peer of the Year
- Chief Marketing Officer, Hult Students Association
- President, American Sign Language Club
- Hult Business Challenge Finalist
- Social Impact Hackathon Finalist
- PwC Pitch Challenge Finalist

### **GALLAUDET UNIVERSITY**

2011 – 2016

#### **B.S., Business Administration**

- Dean's List
- President Scholarship Award
- Kappa Sigma Fraternity
- Student Athlete

## **PROFESSIONAL EXPERIENCE**

### **IXL INNOVATION OLYMPICS, Boston, MA**

June 2018- Present

#### **Consulting Intern**

- Consulting for a beverage company from Brazil that owns several expressive alcohol beverage brands sold nationwide, while competing against teams from the world's top MBA Universities to provide the best growth idea over the span of 10 weeks.

### **HELLO HEALTHY BOX, Boston, MA**

May 2018 – August 2018

#### **Marketing Intern**

- Develop marketing content and organizing data analytics for a startup company.
- Generate over 10+ marketing content for Hello Healthy to upload to website and publish across social media.
- Analyze recent trends and developments in the industry and with competitors in order to compare and improve innovative ideas and solutions.

### **CHUBBIES, Washington DC**

August 2012 - September 2017.

#### **Brand Ambassador**

- Responsible for representing Chubbies Shorts Incorporated
- Advertised signature clothing styles by planning outings to maximized product exposure.
- Planned, executed and participated a in numerous marketing campaigns to promote and represent Chubbies awareness programs.

## **ADDITIONAL INFORMATION**

**Languages:** Fluent in American Sign Language and English

**Awards:** Hult MIM Outstanding Peer of the Year, 2018

**Volunteer experience:** Northern Virginia Resource Center (June 2012 – August 2012): Marketing Research

**Technologies:** Microsoft Suite

### EDUCATION

- STONY BROOK UNIVERSITY** 2014 – present  
**Ph.D. Candidate, Department of Computer Science**
- Full tuition scholarship and stipend
  - GPA – 3.92/4.0
- TSINGHUA UNIVERSITY** 2009 – 2013  
**B.E., Department of Automation**
- GPA – 3.5/4.0

### PUBLICATIONS

- International Conference on Fully 3D Image Reconstruction in Radiology and Nuclear Medicine**  
Xi'an, China June 2017
- Title - “Low-Dose CT Streak Artifacts Removal using Deep Residual Neural Networks”
  - Authors - Heyi Li and Klaus Mueller
- International Conference on Image Formation in X-Ray Computed Tomography**  
Bamberg, Germany July 2016
- Title - “Efficient Area-Based Ray Integration using Summed Area Tables and Regression Models”
  - Authors – Sungsoo Ha, Heyi Li and Klaus Mueller
- IEEE International Conference on Robotics and Biomimetic (ROBIO)**  
Shenzhen, China December 2013
- Title - “A 3D Reconstruction Algorithm of multiple Objects”
  - Authors – Heyi Li, Tao Zhang and Xiaohan Li

### PROFESSIONAL EXPERIENCE

- MIDEA EMERGING TECHNOLOGY CENTER, San Jose, CA** September 2017 – December 2017  
**Artificial Intelligence Engineer Intern**
- Designing visualization algorithms for deep learning understanding
  - Developing visualization toolkits for analyzing deep convolutional neural networks performance
- BROOKHAVEN NATIONAL LABORATORY, Upton, NY** June 2016 - August 2016  
**Software Development Engineer Intern**
- Developing Graphics User Interface for experiment control in the National Synchrotron Light Source II (NSLS-II)

### ADDITIONAL INFORMATION

- Languages:** Fluent in Mandarin and English  
**Patent:** “Face Image Based on Active Vision Heterogeneous Network Optimization Method of Sample Collection”, CN 103310190B, granted April 2016  
**Awards:** Awarded best teaching assistant, 2017  
**Extra-curricular Activities:** Beijing, China (July 2010 – December 2012): Part-time English instructor  
**Skills:** C/C++, Python, Matlab, Java, Theano, PyTorch, Jupyter Notebook, Visual Studio, Docker, Ubuntu

### **EDUCATION**

**CENTER FOR MARITIME ECONOMICS & LOGISTICS, ERASMUS UNIVERSITY, ROTTERDAM** 2016 – 2017  
**MSc in Maritime Economics and Logistics**

- STF Scholarship Competition Award – MEL Scholarship Trust Fund (STF)
- GPA – 8.3/10.0 (estimated; 11 courses)

**NORTH WEST KENT COLLEGE & LLOYD'S MARITIME ACADEMY** 2014 – 2015  
**Diploma for Ship and Port Agents**

- Distinction for outstanding academic performance

**MACQUARIE UNIVERSITY, SYDNEY** 2008 – 2010  
**Bachelor of Commerce (B.Com) Marketing**

- Awards & Honors: Beiersdorf Prize for Proficiency in Marketing Strategy; Business Prize for Proficiency in Integrated Marketing Communications
- GPA: B.S. – 3.6/4.0 (23 courses)

### **PROFESSIONAL EXPERIENCE**

**LBH AUSTRALIA PTY LTD, Sydney, Australia** 01.2014 – 04.2016  
**Assistant Manager – Operations and Marketing**

- Liaised with all parties involved in the operation of coal vessels under our care and was responsible for Gladstone port operations, including loading, provision of bunkers, surveys and husbandry activities.
- Developed and maintained close and personal relationships with clients to ensure customer loyalty and retention.
- Maintained our clients informed about the progress and performance of their vessels. Also provided up-to-date information about external events in the local ports and developments in the industry that could potentially impact their operations.

**Operations and Administration Clerk** 03.2009 – 07.2012

- Established and maintained vessels' document filing system and the company's database, screened telephone calls, scheduled meetings, prepared documents, and drafted business correspondence.
- Produced and distributed market reports associated with Australian exports of iron ore and coal.
- Built rapport with clients and maintained follow-up communication.

**PULLMAN HOTELS AND OTHER, Sydney & Melbourne, Australia** 2012/2013 – 2008/2010  
**Various hospitality roles**

- Worked in various hospitality roles in order to provide for myself throughout my studies. The main duties were in customer service, assessing and attending our clients' needs, selling our products and services, preparing shift schedules, handling money and balancing the cash register, ensuring health and safety requirements were met at all times.

### **ADDITIONAL INFORMATION**

**Languages:** Native/bilingual proficiency in Spanish and English; elementary proficiency in Dutch

**Volunteering:** General Course Marshal – Chris O'Brien Lifehouse; Gold Coin Collector – Newtown Neighborhood Centre

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Access, Publisher; InDesign; Minitab

**Workshops and seminars:** Macquarie Community College, Diploma in Human Resource Management; ATSea Consulting & MEL, Introduction to Carrier Operations; TNT & MEL, Project Management Seminar; BIMCO, BIMCO Training Days Chartering

### **EDUCATION**

**UNIVERSITY OF CALIFORNIA, LOS ANGELES COLLEGE OF LETTERS & SCIENCE** 2015 – 2019  
**B.A. Political Science (Methods and Models concentration) and English minor**

- Major GPA – 3.62/4.0 (34 courses)
- Relevant Coursework: Principles of Economics; Differential and Integral Calculus; Principles of Accounting; Statistics for Economics; Statistics and Portfolio Risk Management
- Additional Honors: Dean’s Honors List

**JOHN NORTH HIGH SCHOOL** 2011 – 2015

- International Baccalaureate Diploma recipient
- GPA: 4.43
- ACT: 31

### **PROFESSIONAL EXPERIENCE**

**IXL CENTER, Los Angeles, CA** June 2018 – Present  
**Consulting Intern**

- Conducted research to gauge market size and quantify penetration strategies for entering the alcoholic beverage industry
- Provided client with product adaptations and value propositions in order to achieve \$80M in annual revenue
- Budgeted operation costs and created pricing models for different product offerings among different consumer groups

**BUENA, Los Angeles, CA** June 2018 – Present  
**Financial Operations and Business Development Intern**

- Conducted B2B market research and competitive landscaping to create financial projections and sales planning strategies
- Created budgets and financial synopses which were ultimately used in presentations to angel and VC investors
- Drafted SOPs and streamlined internal operation strategies to increase operational efficiency among team members

**RED BULL, Los Angeles, CA** August 2017 – August 2018  
**Student Brand Manager**

- Created marketing strategies and business plans tailored specifically to campus atmosphere and culture
- Increased brand relevance on campus and drove undergraduate participation in international campaigns
- Presented product profitability and market performance to vendors which culminated in the opening of 5 new accounts

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and conversationally fluent in Mandarin

**Skills:** Microsoft Excel, Word, Power Point; Typing (127 words per minute)

**Volunteer experience:** Reading to Kids: Reader; Royal Family Kids Camp: Counselor

**Affiliations:** UConsulting (Consultant); Phi Delta Theta Fraternity (CA Gamma Chapter Recruitment Chair)

**Interests:** Rock Climbing; Rubik’s Cubing; Snowboarding; Music; TV (*Suits*); Cold showers; Cutting hair

### **EDUCATION**

**HULT INTERNATIONAL BUSINESS SCHOOL**  
**Master of Science in International Marketing**

Expected – March, 2019

- Full tuition scholarship

**HULT INTERNATIONAL BUSINESS SCHOOL**  
**Master of Business Administration**

September 2017 – August 2018

- Dean's List
- Academic Excellence Scholarship

### **PROFESSIONAL EXPERIENCE**

**SHANGHAI SINGAPORE INTERNATIONAL SCHOOL—Shanghai, China**  
**Form Teacher.**

August 2015 – July 2017

- Championed marketing efforts to increase parent participation and communication. Responsibilities included curriculum development, status reports, and labor assignments, and event and document management.
- Designed K-1 curriculum benefitting over 500 students from 2016 to present.
- Created presentations updating status reports at bi-annual Parent-Teacher conferences; fostered strong relationships achieving 98% attendance rate among parents.
- Recognized for producing creative, clear-cut, digital graphic student reports for weekly email distribution to parents.
- Conducted quarterly assessments, diagnostic testing and editing of 120 student performance reports.
- Managed vendor communications and headed a multicultural event attended by 200 people.

**SMIC PRIVATE SCHOOL—Shanghai, China**  
**ESL Specialist.**

August 2014 – July 2015

- Conducted research, managed a brand awareness campaign; other duties included documentation, events, and purchasing. Taught speaking, reading and writing English; 100% moving from beginner to elementary level.
- Researched cost-effective teaching material which decreased the budget by 30%.
- Selected by administration to present demo lessons to potential clients, achieving 80% sign up rate.
- Consulted and led educational needs assessments and curriculum development for 150 students.
- Negotiated and lobbied for expansion of teaching resources budget for a group of 15 teachers.

**THE CHILDREN FIRST PROJECT—Harare, Zimbabwe**  
**Community Based Trainer.**

June 2009 – July 2011

- Documented and wrote reports for grants approval, grants directly impacted 18,406 children.
- Verified activities reported and services accessed for grant beneficiaries.
- Handled various projects by collaborating with local community organization in conducting partner case management visits.

### **ADDITIONAL INFORMATION**

**Languages:** English (native), Shona (fluent), Mandarin (conversational)

**Certifications:** Certified Associate Project Management (CAPM), Sep 2018; Innovation Management: Innovation Associate Level 1, HubSpot Content Marketing, Jul 2018; Google Analytics and Google AdWords, Managerial Coaching, Aug 2018

**Associations:** Project Management Institute (PMI), UNICEF NextGen, Boston Cares

**Technologies:** Microsoft Office Suite, Adobe Acrobat; Google Docs & Drive; QuickBooks; Survey Monkey, Asana

**EDUCATION**

**BOSTON UNIVERSITY, QUESTROM SCHOOL OF BUSINESS**

May 2017

**Candidate for Master of Business Administration (MBA)**

- Dean's Achievement Scholarship
- GMAT: 720

**SINGAPORE MANAGEMENT UNIVERSITY**

May 2012

**Bachelor of Business Management, double major in Marketing and Finance**

**PROFESSIONAL EXPERIENCE**

**CONTROL RISKS GROUP, Singapore**

2012 - 2015

**Associate Consultant – M&A Due Diligence and Analysis,**

- Advised large multinational companies on investment decisions and performed analysis of new market entrance opportunities and risks to inform findings; consulted on over 200 projects worth millions each.
- Managed a network of 10 subcontractors in conducting interviews and site visits in Vietnam as part of the research and analysis process; this is the company's second largest group of country experts, consisting of seasoned journalists, legal practitioners, and senior government officials.
- Implemented a new system of public records for four additional jurisdictions in Southeast Asia, reducing cost per project by 2.5% on average by cutting down intermediary database providers.

**VIETNAMESE CHAMBER OF COMMERCE, Singapore**

2014 - 2015

**Head of Marketing**

- Led a team of three to launch marketing campaigns and industry seminars to provide a platform for idea exchange and networking among high-profiled business-owners, C-level executives and entrepreneurs in the region; these activities have built up VietCham Singapore's membership base and strengthened its relationship with other local professional organizations.
- Collaborated with six-member team on strategy for the organization's internal and external development.
- Co-supervised the recruitment of 15 key members for four functional teams to streamline and build up the project-focused structure for the organization.

**ADDITIONAL INFORMATION**

**Languages:** Fluent in Vietnamese and English

**Community Engagement:**

- Vietnamese Representative to the Young Southeast Asian Leaders Initiative (YSEALI), launched by the U.S. Department of State to foster development and networking for ASEAN young leaders, 2015
- Computer Teacher Volunteer, aidha, an international non-profit organization focusing on economic empowerment for underprivileged women, 2012-2015

## **EDUCATION**

### **HULT INTERNATIONAL BUSINESS SCHOOL**

Expected March 2018

#### **M.S., Finance**

- IXL Innovation Olympics: Consulting team competition with one of the world's largest investment management companies (\$4.7t assets under management)

### **HULT INTERNATIONAL BUSINESS SCHOOL**

2017 – 2018

#### **M.S., International Business**

- Top 10% of class: Dean's List recipient
- Hult Impact Consulting Club: Business development project with healthcare start-up InnaMed

### **AUSTRIAN MARKETING UNIVERSITY, FH WIENER NEUSTADT**

2013 – 2016

#### **B.A., Product Marketing & Project Management**

- Top 10% of class & full scholarship recipient for excellent performance
- Leader of Student Voluntary Event Club with 20 members, 5h/week invested in voluntary work
- Leader of AMU Athletics conducting weekly voluntary workouts, collectively 350h per year
- Selected as top 20% students for a semester abroad at JAMK University | Jyväskylä, Finland

## **PROFESSIONAL EXPERIENCE**

### **GNANT GMBH, AUSTRIA**

July 2013- July 2016

#### **Leadership Development Trainee (part-time)**

- Led promotional item portfolio refresh (€7,000) by redesigning and procuring items on budget
- Organized and planned team building event, successfully managing €30,000 budget over three years
- Managed distribution warehouse and invoicing processes for business unit, including €0.8m revenue and 700,000 million liters of product per year in cooperation with Total Austria GmbH

### **REWE INTERNATIONAL AG (CONTRACT), AUSTRIA**

September 2015 – June 2016

#### **Team Lead (full-time)**

- Led a team of 7 students and developed 3 in-depth eco-concepts against food waste based on micro-, macro- and field analysis; company selected one concept for further development
- Managed accounting and budgeting for the project team cutting available budget by 30%
- Contacted and negotiated with relevant producers with potential of 10% reduction in costs
- Developed, designed and conducted profound market and field research (in-depth focus groups, interviews, surveys)
- Authored 1,800+ page report in addition to presenting eco-solutions to executive board
- Conducting primary market research by interviewing 50+ key opinion leaders in the field

### **MOBO ORGANISATIONS LTD., UNITED KINGDOM**

June 2015 - August 2015

#### **Editorial Assistant Intern**

- Analyzed, coordinated and contributed content to social media channels (Facebook, Twitter, Instagram, homepage; up to 150k customer base) using Google Analytics increasing platforms' customer base by up to 20%
- Created recommendations to plan and implement upcoming MOBO Awards event

## **ADDITIONAL INFORMATION**

**Languages:** German (native), English (proficient), Spanish (elementary)

**Certifications:** Project Management Certification IPMA Level D, Cambridge Advanced English Certificate

**Volunteer experience:** Sustainatopia, Growth Marketing Conference

**Skills:** Project Management, Microsoft Office, SPSS, Google Analytics, Market Research

**Other Achievements:** 2nd place out of 60 at national choir competition, winner of AMU competition



## EDUCATION

**UNIVERSITY OF CALIFORNIA SAN DIEGO, USA** 2012 – 2018

**Ph.D., Physics**

- 6 first author papers in peer-reviewed journals
- Leadership & Teamwork Certificate: 9 months of project management training, including a practicum
- Student Prize winner at the largest meeting in plasma transport—US/EU TTF Workshop 2016
- GPA: 3.8/4.0

**TSINGHUA UNIVERSITY, BEIJING, CHINA** 2008 – 2012

**B.E., Engineering Physics**

- GPA: 88/100, top 15%

## PROFESSIONAL EXPERIENCE

**UNIVERSITY OF CALIFORNIA SAN DIEGO** August 2012 – March 2018

**Data Science Projects**

Deep Learning Projects 2016 – 2017

- Implemented three types of super resolution algorithms based on convolutional neural networks
- Improved the output image quality of a published super resolution model (FSRCNN) by 10%
- Studied the tradeoff between run time and output image quality

Machine Learning Projects 2016 – 2017

- Built recommender systems to make predictions related to reviews of businesses from Google Local
- Word embedding using co-occurrence matrix and dimensionality reduction
- Text classification using the sparse multinomial naive Bayes model

Winner of Biocom Hackathon October 2017

- Identified top factors impacting AP (Advanced Placement) exam pass rates by statistical analysis
- Extracted and transformed features of school data in San Diego County using Excel

**UC San Diego – Plasma Theory Group**

Nuclear Fusion Theory 2014 – 2018

- Developed a new theory to resolve a controversy in turbulence driven
- Worked together with experimentalists to test this new theory in experiments

Plasma Turbulence Modeling 2015 – 2016

- Implemented various numerical models in C++ to simulate plasma turbulence
- Verified these numerical models against analytical results

**UC San Diego – Advanced Professional Degree Consulting Club**

Vice President of APD Consulting Club 2016 – 2017

- Managed consulting projects to deliver solutions for product adaptation and expansion strategy
- Initiated the consulting club “Career Night” at UCSD attended by more than 50 students and postdocs
- Organized biweekly case practice seminars and acquired funding to support these events

Product Adaption Project January – March 2017

- Led a team of 5 analysts to conduct 36 online surveys and 12 interviews with small business owners
- Worked directly with client CEO to improve their business model based on interview data

Expansion Strategy Project September – November 2016

- Worked within a team of 6 people on the expansion strategy for a local gym
- Adjusted direction from licensing to franchising according to client feedback
- A new franchise location is launched in December 2017, following our recommendations

## ADDITIONAL INFORMATION

**Languages:** Fluent in English and Chinese

**Volunteer experience:** San Diego Tsinghua Alumni Association

**Technologies:** Tableau, Python, Matlab, C++; MS Word, Excel, Power Point

**JIANWEN LU**

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**EDUCATION**

**BRANDEIS INTERNATIONAL BUSINESS SCHOOL**  
**Master of Arts in International Economics and Finance**

August 2016

**UNIVERSITY OF NOTTINGHAM NINGBO CHINA**  
**Bachelor of Science in International Business Economics**

September 2012

**PROFESSIONAL EXPERIENCE**

**CHINA INTERNATIONAL CAPITAL CORPORATION**, Beijing, China

July 2015 – August 2015

**Asset Management Intern**

- Synthesized relevant data about Markor International Furniture Co., Ltd (600337) from Bloomberg
- Suggested buying in Markor stocks after applying DCF and multiples valuation
- Worked in a team conducting research of China mobile service industry, building econometric model to predict industry growth potential

**STANDARD CHARTERED BANK**, Ningbo, China

July 2014 – August 2014

**Branch Operation Intern**

- Processed RMB cross-border business (international settlements and transfers) and invoice finance business
- Cooperated with two interns by specializing duties to oversee document against payments and letters of credit

**UNIVERSITY OF NOTTINGHAM NINGBO CHINA**, Ningbo, China

February 2015 – May 2015

**Student Researcher**

- Defined full-service airline market based on product and geographic boundaries
- Calculated CR5 (concentration ratio of 5 biggest firms) and HHI (Herfindahl-Hirschman Index) of top 20 listed companies
- Analyzed innovative strategies of companies to increase profits and maintain brand loyalty

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Mandarin

**Awards:** Dean Scholarship in the University of Nottingham Ningbo China

**Technologies:** MS Word, Excel, Power Point; R; SQL; Tableau; STATA

### **EDUCATION**

**DUKE UNIVERSITY, MEM (ENGINEERING MANAGEMENT), PRATT ENGINEERING SCHOOL** 2017 – 2017  
**Operations management**

- Vice President of Duke Operations and Supply Chain Club
- Teaching Assistant of Fuqua MBA core leadership course
- GPA – 3.95/4.0 (5 courses)

**SHANGHAI JIAO TONG UNIVERSITY** 2006 – 2012  
**B.S. and M.S., Engineering Mechanics**

- Completed an undergraduate double major for a Bachelor of Arts in English
- Leadership: Director (2007-08) of Student Affair Center Tutor Service Department; Team Leader (2007-08) of School Youth Volunteers Service Team; Science Teacher Volunteer (2009) of Rural Area Primary School; On-site Guide (2010) of World EXPO 2010 Shanghai China
- Awards & Honors: Shanghai Outstanding Graduate (2006 and 2010); Graduated with 'High Distinction' (2012); Full tuition scholarship and stipend (2010-2012)
- GPA: B.S. – 3.38/4.0 (85 courses); M.E. – 3.48/4.0 (14 courses)

### **PROFESSIONAL EXPERIENCE**

**ATLANTIC PRECISION RESOURCE, Shanghai, China** 2014 – 2016

**Purchasing Manager**

- Reviewed technical specifications for products and manufacturing process in RFQ process
- Managed key supplier partnerships while adding multiple new suppliers to existing portfolio
- Worked with suppliers to develop new technology to ensure competitive and quality sources of supply
- Coordinated multi-functional and cross-national teams for sample submission

**EATON, Shanghai, China** 2012 – 2014

**Operations Management Leadership Development Program Participant**

**Internal SQE & Continuous Improvement (CI) Coordinator at Eaton Fluid Power (Shanghai) Co., Ltd.**

- Assisted Customer Complaint Supervisor in handling complaints and transfer details to suppliers
- Worked with Lean coordinators in each function to deploy continuous improvement project in plant

**Lean Engineer at Eaton Industries (Jining) Co., Ltd.**

- Deployed Lean Tools in the new strategic plant and conducted CI culture maturity assessments
- Led Kaizen activities and projects to solve manufacturing bottlenecks or operational strategic issues
- Organized and coordinated plant level activities regarding operation excellence

**Project Engineer at Shanghai Eaton Engine Components Company, Ltd.**

- Executed APQP or PROLaunch process with product engineer team for new valve product
- Planned, tracked and organized ME department cost-out projects to meet annual saving goal

### **ADDITIONAL INFORMATION**

**Languages:** Native in Mandarin; Fluent in Japanese and English

**Awards:** Best Kaizen Team as Team Leader, 2014; Best Employee in Season Three, 2013

**Certificates:** JLPT-N1, TEM-8, Lean Specialist

**Volunteer experience:** Home Rebuilder for NC Baptist Men/Baptists on Mission (NCBM) (2017)

**Technologies:** MS Project, Visio, Excel; Minitab; Adobe Photoshop, Flash; C++; Matlab; Java; Podio

**Professional skills:** Value Stream Mapping, Problem Solving, Lean Six Sigma, Project Management

## **EDUCATION**

### **ASIAN INSTITUTE OF MANAGEMENT**

2018 – Present

#### **M.S. Innovation and Business**

- Social Innovation (Social Impact Accounting)
- Market Research Innovation (Neuromarketing)
- Financial Technology (Personal Finance Management)

### **PHILIPPINE NORMAL UNIVERSITY**

2011 – 2015

#### **B.S. Psychology – Guidance and Counseling Stream**

- Completed an undergraduate major for a Bachelor of Science in Psychology with units in education
- Leadership: 4<sup>th</sup> Year Batch Representative for Student Government Legislative Body; Chairperson for Educational Research and Development for Student Government Executive Body; Chairperson for Environment on PNU-UNESCO Club
- Awards & Honors: Batch Valedictorian and Magna Cum Laude; Service Awardee

## **PROFESSIONAL EXPERIENCE**

### **PHILIPPINE NORMAL UNIVERSITY, Manila, Philippines**

February 2018 - Present

#### **Data Programmer**

- Developed an experimental manual and protocol for an unexplored researched topic (on neural correlates on gender stereotypes among teachers) that only few specialists are interested and have the capacity to explore. This resulted to publication on peer-reviewed journals.

### **IMPACTVILLE, Makati, Philippines**

July 2017- Present

#### **Co-founder**

- Conceptualized and marketed the ImpactVille App which solves the problem of monitoring and accounting impact of investors who funded development-related projects
- As a start-up, ImpactVille required thorough market research and business development which is continually done to pin-down other needs of the target customers and at the same time, ideating on the revenue streams and pricing mechanisms for ImpactVille.

### **PHILIPPINE SURVEY AND RESEARCH CENTER, Pasig Philippines**

January 2017 – December 2017

#### **Research Associate**

- Successfully organized seven (7) neuromarketing projects from development of documents protocols to actual experimental implementation. This was done by organizing assigned members from various departments. The project requires a specialist, but the execution showed a proof of concept which eventually considered as a new service offering for the company.

### **ZEVERAL ACADEMIC CONSULTANTS, INC, Pasig Philippines**

October 2016 – 2017

#### **Research Associate**

- Successfully organized seven (7) neuromarketing projects from development of documents protocols to actual experimental implementation. This was done by organizing assigned members from various departments. The project requires a specialist, but the execution showed a proof of concept which eventually considered as a new service offering for the company.

## **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Tagalog

**Volunteer experience:** Volunteer Teacher (Scienkidfic Xplorer); Program Consultant (Angat Buhay Youth Program Tech Summit)

**Technologies:** MS Packages, Adobe Photoshop, Adobe Premiere, CoolTool Neuromarketing Software, SPS

## EDUCATION

**University of California, San Diego** 2013 – 2018  
(expected)

**Ph.D., Division of Biological Sciences**

**Lundblad Lab (National Academy of Sciences Professor), Molecular and Cell Biology**

- National Science Foundation Graduate Research Fellow - GPA – 3.7/4.0

**San Diego State University** 2009

**B.S., Biology**

- Awards & Honors – Dean’s List Semester Honors (Fall 2007, Spring 2008, Spring 2009); Golden Key International Honor Society (2008) - GPA – 3.59/4.0

## LEADERSHIP EXPERIENCE

**CLOAKED, LLC., CLOAKED IN PRIDE** 2016 - Present

**Co-Founder**

- Design, Manufacture, and Sale of wearable flags
- Brought company from idea to market in 4 months; Raised funding at \$100K valuation

**IXL INNOVATION OLYMPICS, IXL CENTER** 2017

**Team Leader**

- Led team of 4 through 10 week project to develop U.S. market entry strategy for a Brazilian manufacturer
- Conducted primary and secondary research on market and adjacent industries

**GRADUATE STUDENT ASSOCIATION, UC San Diego** 2016 - Present

**Elected Representative, Biology**

- Elected by peers to represent the 100 students in Biology division
- Participate in Grad Council, consisting of 103 representatives across 34 departments
- Meet regularly with Biology division administration

**LUNDBLAD LAB, Salk Institute for Biological Studies** 2009 – 2013

**Research Assistant**

- Led the development of a new genetic assay now widely used in Lundblad lab and others
- Supervised up to 4 interns at one time (8 total)
- Managed lab operations including purchasing, equipment oversight, vendor negotiations, new-hire interviews/training

## CERTIFICATIONS

**BUSINESS MANAGEMENT CERTIFICATE, UCSD Extension School** 2018  
(expected)

**INNOVATION MANAGEMENT CERTIFICATION, LEVEL 2, Global Innovation Management Institute** 2017

**MICRO MBA CERTIFICATE, UCSD Rady School of Management** 2014

## ADDITIONAL INFORMATION

**Publications:** 5 total (First listed author on 3)

**Awards:** Glenn Center for Aging Fellow; Rose Hills Scholar

**Speaking Engagements:** Selected speaker at 2 international conferences and Salk Cancer Retreat

**Languages:** Fluent in English; Basic Spanish

**Technologies:** MAC; MS Word, Excel, Power Point

**Hobbies:** Golf, Sailing, Entrepreneurship

### **EDUCATION**

**HULT INTERNATIONAL BUSINESS SCHOOL, USA**  
**Master of International Marketing (MA)**

Expected August 2017

**LCC INTERNATIONAL UNIVERSITY, LITHUANIA**  
**Bachelor of Arts in Business (BA)**

December 2014

### **PROFESSIONAL EXPERIENCE**

**PLANEG DIGITAL, ECUADOR**  
**Digital Marketing Consultant**

2015- 2016

- Selected to oversee 2 start-ups digital strategy and medium size technology company (BestPc) with 11 shops around Ecuador.
- Increased sales in BestPc during Black Friday by 20% with segmented Facebook and email marketing campaigns.

**ESERV LATAM, ECUADOR**  
**Marketing Coordinator**

January 2016 – July 2016

- Reported to Chief Executive Officer. Created campaigns for social media and email marketing. Assisted in guiding digital branding strategy for ESERV LATAM in Latin America.
- Increased likes by 34% and daily engagement by 10% in Facebook Fan Page.
- Grew open rate by 5% in email marketing campaigns.
- Boosted 30% website traffic from Social Media per month.

**PRONACA, ECUADOR**  
**Assistant Brand Manager**

August 2015 – December 2015

- Reported to the Brand Manager and Business Manager. Researched and analyzed target markets and trends to support marketing programs and sales margin per channel.
- Researched and developed competitor prices for over 10 sausage brands to build competitive advantage.
- Collaborated with digital agency to create new Fritz campaign.

**IMPAQTO QUITO, ECUADOR**  
**Digital Marketing Intern**

February 2015 – July 2015

- Responsible for creating ads and posters to display at our events. Created and Managed all social networks (Facebook, Instagram, and twitter) for business.
- Increased fans by 34% and daily engagement by 15%.
- In charge of social media platforms for Kiwa Investment Summit Latin America which connected 20 high growth Latin American social entrepreneurs with impact investors, development agencies, and critical growth resources from Ecuador and United States.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Spanish

**Volunteer experience:** Women's Entrepreneurship Day at Harvard (November 2016)

**Technologies:** Google Analytics, AdWords, MailChimp, Facebook, Instagram, and Twitter for business.

### EDUCATION

**HULT INTERNATIONAL BUSINESS SCHOOL, Boston, USA** 2016 – 2017  
**M.B.A.**

- 2<sup>nd</sup> place (out of 11) in Siemens Business Challenge
- Partial tuition scholarship

**CENTRUM BUSINESS SCHOOL, Lima, Peru** 2009 – 2010  
**Master in Finance**

**SAN MARCOS UNIVERSITY, Lima, Peru** 2002 – 2006  
**Public Accountant**

### PROFESSIONAL EXPERIENCE

**MERCK GROUP, Peru** April 2015- August 2016  
**Finance and Administration Supervisor**

Led annual operating planning and financial reporting to headquarters in Germany. Managed outsourced accounting team of 6, supervised transfer pricing process and audits.

- Increased accounting department efficiency by mentoring the team to achieve synergy and reduced reporting delivery time by 100%.
- Trained a team member to become backup and to develop a reporting dashboard enabling senior budget control.
- Redesigned allocation expense system to deliver more accurate information (20% increase) for senior decision process.

**UNILEVER, Peru** January 2014 – March 2015  
**Accounting Supervisor**

Led financial reporting to Unilever headquarters in London; supervised CAPEX and transfer pricing process, created financial statements for Unilever Peru; attended audits.

**UNILEVER, Peru** July 2010 - December 2013.  
**Supply Chain Supervisor**

Led financial support to Supply Chain Manager, built national cost of goods sold budget, supervised cost accounting process and transfer pricing process, led physical inventory.

- Reduced cost from 300K USD on cost to 640K USD savings in decreasing trans-fat in margarine project by leading financial support for the project in a multidisciplinary team.
- Transferred 8% (600K USD) of working capital by negotiating inventory transfer to the co-maker; this strategy won a trimester prize of continuous improvement within the company.
- Obtained a 150K USD reduction project in switching suppliers and packaging, by providing the appropriate financial support to the co-maker supervisor.

**UNILEVER ANDINA PERU SA, Lead CD Finance Analysis—Lima, Peru** 2013 –2013

**UNILEVER ANIDNA PERU SA, Managed Credit & Collection Operations—Lima, Peru** 2007 – 2010

**UNILEVER ANIDNA PERU SA, Analyzed Credit & Collection Operations—Lima, Peru** 2006 – 2007

**UNILEVER ANIDNA PERU SA, Internship in Account Payables—Lima, Peru** 2005 –2006

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Spanish

**Awards:** 1 first place Business Simulation

**Volunteer experience:** Voluntades, Lima (2016): Teacher Assistant

**Affiliations:** Boston Toastmaster, ALPFA,

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Project, SAP, Cognos



### **EDUCATION**

**Massachusetts Institute of Technology, Microsystems Technology Laboratories**     June 2018 – July 2018  
**Micro and Nanofabrication techniques workshop**

- Scholarship for lab usage
- Part of a distinguished group of 16 students chosen from Tecnologico de Monterrey.

**Tecnologico de Monterrey**     2015 – Present

**B.S., Digital Systems and Robotics Engineering**

- Member of the High Academic Performance Program
- Diplomat in Managerial Skills
- Leadership: President (2016-17) of the Philanthropy Student Council; More than 25,000 USD were obtained to grant meals, graduation expenses, languages and internationalization scholarships to students on campus. Active participation in more than 8 student groups as member of the board.
- Social Labor: General director and organizer of the event Media Cena, an awareness and charity event where more than 3000 USD were raised and donated to a child abuse organization and scholarships as the mentioned above; Counted with the participation of 150 students as staff and 400 people as attendants.
- Awards & Honors: Student Merit 90% pure scholarship (2015-Present)
- GPA: B.S. – 3.83/4.0 (61 courses)

### **PROFESSIONAL EXPERIENCE**

**PREP@NET (AT TECNOLOGICO DE MONTERREY), MEX**     April 2017 - Present

**Tutor**

- Teacher of computing (Microsoft tools) and physics for high school students at Tecnologico de Monterrey online platform.
- Considered best tutor and hence promoted to tutor's coordinator on campus.

**CAPITAL AREA FOOD BANK WASHINGTON, USA**     September – December 2017

**Innovation Practitioner**

- Participant on IXL Innovation Olympics Fall 2017.
- Second place against other international universities.
- Development of fields of play, business concepts, business case, etc.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Spanish

**Awards:** Semifinalist in the national entrepreneurial challenge "Cave of the Wolves" (April 2017), Finalist in the state "Entrepreneurial challenge with human sense" (August 2015).

**Certifications:** GIMI Innovation Certification level 1 & 2 (2017), CCNA Routing and Switching I & II (2017-2018), Certified LabVIEW Associate Developer (CLAD) (2016).

**Courses:** Leadership Skills Development Workshop (2017), Student Leadership Skills Program (2016), A New Challenge as Ambassadors Workshop (2015).

**Technologies:** PC and MAC; MS Word, Excel (with VBA), Power Point; BitBucket, Slim Framework, Git, Arduino, Code Vision, Processing, G Suite for Education, Python, Skype, SQL Server, MIT App Inventor, Slack, Matlab, Zoom, TeamViewer, FileZilla, Raptor.

## JUNG JUNG LIU (DELLA LIU)

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### EDUCATION

#### Master of Business Administration (MBA)

Hult International Business School | Boston, Massachusetts

Expected August 2017

#### Master of Science (MSc)

National Sun Yat-sen University | Kaohsiung, Taiwan

Sep 2009

#### Bachelor in Science (BS)

Kaohsiung Medical University | Kaohsiung, Taiwan

Sep 2007

- Publication: *Journal of Organometallic Chemistry*, 2007

### PROFESSIONAL EXPERIENCE

#### JANMAN PRECISION CO. LTD—Taoyuan City, Taiwan

2015 – 2016

**Project Coordinator.** Responsible for international technical proposal and customized product lines of injection mold and medical device production line.

- Effectively worked and efficiently communicated with 3 Project Managers and over 50 Technicians; provided customer feedback regarding technical issues to meet production objectives.
- Initiation of prototype design and evaluation technical proposal by project
- Ensured the report of each tier to finalize the prototype design and samples confirmation and optimal quality of communication between clients' issues and domestic engineers.
- Optimized the lead time of different products.

#### CHINA PETROCHEMICAL DEVELOPMENT COOPERATION—Taiwan and China

2011 – 2014

**PLANNING ENGINEER/PROJECT ENGINEER. (2013-2014).** Liaised with engineering in three plants including Kaohsiung, Taiwan and Jiang-su, China.

- Initiated preparatory work for **liquid chemical tanks** in Jiang-Su Province with limited resource; hired and trained a team of 10 local Technicians to work on-site schedule based on technical proposal.
- Familiar with **feasibility study** and special approval in preparatory work in Jiang-Su Province
- Evaluation of "four supplies and one leveling" (supply of water, roads, electricity, and leveled ground) in Rudong Yokou Port development area.
- Evaluation of official permission of land planning; selection of technology; design and examination of process package; determination of procurement strategy and procurement planning; long-period equipment order; Ensured transaction of land acquisition procedures and license of construction project planning
- Confirmation of supervision contractor and project contractor of infrastructure between dock project and liquid chemical tanks projects. Surpassed expectations to complete liquid chemical warehouse ahead of due day; projected time was 2 years, completed in 1.7 months.

**R&D ENGINEER (2011-2013).** SUCCESSFULLY TRANSCRIBED RESEARCH PROPOSALS AND WORKED ON PATENT.

- Familiar with the process from propylene with ammonia to acrylonitrile of absorption tower unit to reduce yield of side products of ammonium sulphate.
- Resolved a challenging issue to benchmark project from lab experiment to pilot plan which has come into prominence in recent years.
- Co-published patent related to the novel anode material in Li battery, **patent number- US9196923 B2**
- Ensured adherence with team members engaged in compounding and finishing operations.

### ADDITIONAL INFORMATION

**Language:** Fluent English and Mandarin

## EDUCATION

**UNIVERSITY OF PENNSYLVANIA- SCHOOL OF ENGINEERING AND APPLIED SCIENCES** 2017 - 2018  
**Masters of Biotechnology – Molecular Biology concentration**

- SEAS Alumni Board member – Event planning
- Penn Biotech Group member – Life science consulting club
- Anticipated graduation date of December 2018
- Course work in Stem Cell Signaling, Engineering Biotech, Biotech Lab, Independent Research

**UNIVERSITY OF VERMONT- COLLEGE OF AGRICULTURE AND LIFE SCIENCES** 2013 – 2017  
**B.S. in Microbiology, B.S. in Molecular Genetics**

- Member of Kappa Delta Sorority- 2 semesters of Academic Excellence chair. Member of Sister to Sister Tutoring Program.
- Medlife- medical relief service trip to Lima, Peru (Summer 2014),
- Recipient of the Presidential Scholarship (4 years)
- Named to College Dean's list
- Recipient of the Distinguished Undergraduate Summer Research Award (DUSRA)- independent research project from grant proposal all the way through poster session at a university research conference. Immunology wet lab experience, protocol troubleshooting, experimental design and data analysis.
- Course work in Microbial and Infectious Diseases, General Chemistry, Organic Chemistry, Zoonotic Diseases, Calculus, Statistics, Molecular and Cell Biology, Recombinant DNA Technology, Mammalian Cell Culture, Computer Science- Python, Genetics and Genomics, Bioinformatics, Physics, Virology.

## PROFESSIONAL EXPERIENCE

**SLACKTIDE BREWING COMPANY, CLARMONT NEW JERSEY** May 2017 - Present  
**Brewing Scientist**

- Yeast propagation management for microbrewery, culture collection, viability and trait testing, yeast storage. Enforcing sanitation protocols in beverage manufacturing and packaging. Daily operation of six 380L fermenters. Tasting room attendant, customer service experience and education. Event planning and basic business operations.

**GOOD FELLOWSHIP AMBULANCE COMPANY, WEST CHESTER PENNSYLVANIA** May 2015- August 2017  
**Emergency Medical Technician**

- National Registry Certified EMT. Experience running on an ambulance and working at sporting events. Managing stressful situations and being pragmatic. Working with a wide range of patients in different situations. Ability to adapt to new situations quickly.

## ADDITIONAL INFORMATION

**Volunteer experience:** Cincinnatus County Humane Society- Socializing adoptable animals, shelter cleaning

**Technology-** Excel, PowerPoint, Photoshop, bioinformatics programs- Sequences and protein folding

**Travel-** Comfortable with international travel, independent planning

**Team Experience-** UVM Equestrian team, IXL innovation challenge, PBG consulting project

**Character Traits-** Reliable, good team player, punctual, hardworking, public speaking experience.

**KELLY XIE**

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**EDUCATION**

**BENTLEY UNIVERSITY, McCallum Graduate School of Business** 2017 – 2019  
**Master of Science in Marketing Analytics, candidate** GPA: 3.56

**PEKING UNIVERSITY** 2013 – 2017  
**Bachelor of History and Bachelor of Economics**

**ACADEMIC PROJECTS**

**ONLINE HOTEL REVIEW ANALYSIS PROJECT,** Spring 2018

- Analyzed about 60,000 customer reviews of luxury hotels in Paris from Booking.com using SPSS and JMP
- Performed linear regression and decision tree analysis to find variables affecting reviewer's scores
- Categorized the most frequently mentioned areas in the online hotel reviews based on content analysis

**TIME SERIES PROJECT,** Spring 2018

- Analyzed monthly U.S. total nonfarm hires from 2001 to 2017 using R Studio
- Performed modeling and predictions using methods like decomposition, regression analysis, exponential smoothing, and ARIMA

**PROFESSIONAL EXPERIENCE**

**IXL INNOVATION OLYMPICS, Cambridge, MA** 07/2018 – 08/2018

**Contestant**

- Participated with a team of four to deliver new business growth solution to a famous retailer

**FULL-CIRCLE TALENT, Waltham, MA** 06/2016 – 07/2018

**Marketing Intern**

- Collected information of study-abroad programs and Education Departments from 77 universities across Massachusetts for CEO and Marketing Department to grow business
- Connected over 140 potential candidates using LinkedIn, drafted promotion materials and created InMail templates to enhance student engagement

**LINKEDIN, Beijing, China** 04/2017 – 06/2017

**Talent Solutions Intern**

- Searched potential candidates for several companies by proficiently using LinkedIn Recruiter
- Created reports for final talent solutions based on talent pool analysis with high acceptance

**SMART OPERATION, MERCEDES-BENZ, Beijing, China** 11/2016 – 02/2017

**Sales Operation Intern** 05/2016 – 08/2016

- Collected and reviewed data from sales department, e-commerce platforms, digital marketing agencies
- Drafted daily retail sales reports and reported to 9 district managers across mainland China
- Created procurement proposals and real internal orders for the whole team using SAP system
- Maintained and updated database with feedback from 94 dealers in 32 provinces
- Analyzed monthly sales reports and budget estimation using Excel

**MILLWARD BROWN ACSR, Beijing, China** 10/2016 – 11/2016

**Project Research Intern**

- Organized and cleaned data for easier analysis, improved processing speed due to efficiency in Excel
- Drafted analysis charts for different dimensions based on processed data and final presentation

**ADDITIONAL INFORMATION**

**Volunteer experience:** The Leland Home (February 2018 – May 2018): Marketing Intern

**Technologies:** PC and MAC; MS Word, Excel, Power Point; SQL, R, SPSS, Google Analytics, Tableau; SAP

### EDUCATION

**Bentley University Graduate School of Business**, Waltham, MA 2017 - 2019  
Leadership: VP of Event Planning (2017-18) of Ascend Bentley University Chapter; Led team and won 2nd place at IXL Innovation Olympics

**Johnson & Wales University**, Providence, RI 2013 - 2016  
Bachelor of Science, Travel, Tourism & Hospitality Management

### PROFESSIONAL EXPERIENCE

**Hyatt Centric Fisherman's Wharf**, San Francisco, CA Nov. 2016 - Apr. 2017  
Assistant Front Office Manager

- Supervised more than 20 employees from Front Desk and Bellman departments
- Upsold rooms through email campaign and made extra \$300 per day
- Monitored and analyzed competitors' marketing strategy and set up prices accordingly
- Increased guest service scores by decreasing check-in times and coaching front desk agents regarding proper challenge-resolution procedures

### ACADEMIC PROJECT EXPERIENCE:

**Database Design for Fit-4-Life Fitness Center** (Course: Data Management & Modeling)

- Designed an EER diagram for business of supporting staff and clients
- Implemented relational database into data warehouse in Oracle SQL
- Visualized the queried data by using Access in order to improve user experience

**Improve guest satisfaction for SFO Airport** (Course: Customer Data Analysis & Relation Marketing)

- Transferred data from Excel to IBM SPSS in order to make data editable
- Cleaned data and analyzed it by applying factor analysis in order to find out significant factors that influence on score rating
- Visualized results by using Pareto Charts

**Analyzed social media performance impacts revenue for Luxury Industry and Fast Food Industry**  
(Course: Quantitative Analysis for Business)

- Collected financial data and numbers of social media followers from selected website
- Analyzed research data by applying Regression and Dummy Variable in IBM SPSS
- Checked model validity by constructing a Residual vs. Fitted Values Plot

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Mandarin, Cantonese, conversational in Spanish

**Awards:** Winner of second place at IXL Innovation Olympics, client is United Airline

**Volunteer experience:** WorldView Ambassadors at Bentley University

**Affiliations:** NECINA (Administrative Assistant), MIT-CHIEF (Liaison Coordinator)

**Technologies:** PC and MAC; R, Google Adword, Google Analytics, SQL, Tableau, SPSS, Sabre, OPERA

## **LAINE POON**

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### **EDUCATION**

**UNIVERSITY OF CALGARY, EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (EMBA), HASKAYNE SCHOOL OF BUSINESS** 2016 – 2018  
**Business Law Cohort, 1 of 25 Selected Haskayne members for Creative Destruction Lab (CDL) Rockies**

**MD (Doctor of Medicine)** 2008 – 2011

- Completed with international rotations in China (2009) & Australia (2009) approved by the faculty
- Research: Clinical implications of medical guidelines in high-risk births in the health district
- Leadership: Conference organizer (2 conference terms) of Alberta Medical Student Conference and Retreat (AMSCAR), 1 of 3 Calgary executives on planning committee for medical student workshops
- Awards: Joseph Albert Award for Elective Study at Centers of Excellence (2010); Travel Award (2009); National Health Sciences Students' Association (NaHSSA) Essay Competition, 2<sup>nd</sup> Place (2009)

**UNIVERSITY OF ALBERTA, FACULTY OF PHARMACY & PHARMACEUTICAL SCIENCES** 2004 – 2008  
**BSc. Pharm (Pharmacy)**

- Completed national and provincial licensing in Alberta, Canada, with elective in France (2007)
- Conducted lab research identifying medication pharmacokinetics as part of a larger project (2005) as part of a Canadian Institute of Health Research (CIHR) grant
- Leadership: Class Representative, first year of revised academic curriculum (2004-2005); Interprofessional Liaison (2005-2006) of Alberta Pharmacy Students' Association (APSA); President (2006-2007) of National Health Science Students' Association - Alberta Province branch
- Awards & Honors: Future Professional Award, Canadian Society of Hospital Pharmacists (CSHP) (2006-2007); Canadian Institute of Health Research (CIHR) (2006) Health Professional Student Research Award; Jason Lang Scholarship awards (3 years) for outstanding academic achievement

### **PROFESSIONAL EXPERIENCE**

**MEDICAL TECHNOLOGY ROCKIES AREA, CANADA** August 2017 – Present

**Business Strategy Analyst - Creative Destruction Lab (CDL) Participant**

- Adjusting a business model and commercialization strategy for a Canadian-based medical technology startup by analyzing key medical technology components and landscape

**UNIVERSITÉ DE SHERBROOKE, DEPARTMENT OF NEUROLOGY, CANADA** 2011 – 2016

**Resident Physician**

- Designed and wrote a prospective randomized control trial (RCT) in French and English for improved efficiency in diagnosis: research was approved by the ethics and scientific committees
- Teaching assistant; led the "Brainstem" topics session for the 2014 Neurology Small Groups

**POISON AND DRUG INFORMATION SERVICES (PADIS), CANADA** April – August 2005

**Pharmacy Intern – Medication and Herbal Advice Line**

- Presented and wrote executive summary/ "audit": Conducted primary market research of 75+ callers

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and French

**Volunteer experience:** Mass Gathering Medicine (MGM) Spartan Race, Calgary Stampede

**Affiliations:** Federation of Medical Women of Canada (FMWC) – elected as Treasurer (2016-2018 term)

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Project; ERP; Sunrise Clinical Manager, Electronic Health Record systems (Eg: Telus Wolf), Kroll, Ariane Medical System, Netcare Portal

**EDUCATION**

**CITY OF HOPE CANCER RESEARCH INSTITUTE**

2014

**Ph.D. in DNA Repair & Molecular Genetics**

- Berger Fellow (top 5 1st y class); Morgan & Helen Chu Fellow (top 2 in program); 3 Communications Awards

**MICHIGAN STATE UNIVERSITY**

2008

**B.S. in Genomics & Molecular Genetics**

- Summa cum laude GPA: 3.9/4.0; Outstanding Teaching Assistant Award, Duvall Fellow in Microbiology

**PROFESSIONAL EXPERIENCE**

**STANFORD UNIVERSITY, USA**

2014 - Present

**Postdoctoral Research Fellow**

- Coral reefs are worth ~\$9 trillion/y according to Earth Index (carbon storage, medicine, fishing, tourism)
- Developing genetic methods for 1st time in corals' cousin, to help solve global coral bleaching crisis
- Protein expression & purification of antibodies in bacteria, to target an immune pathway in sea anemones

**STANFORD WOODS INSTITUTE FOR THE ENVIRONMENT**

March 2016

**Rising Environmental Leaders Fellow**

- In a week-long d.c. boot-camp, leveraged leadership & communication skills to speak w/ representatives from congress (senate & house), government agencies (epa, doe, noaa), & non-profits (world bank, nature conservancy, center for climate & energy solutions) about how science policy is informed by science

**VICE PROVOST OF GRADUATE EDUCATION MANAGEMENT MATTERS SERIES**

March 2016

**Facilitator**

- Executed effective decision making, problem solving, & team management to guide group discussion on adapting to co-workers' communication styles, setting clear expectations, & giving actionable feedback

**IXL INNOVATION OLYMPICS, USA**

January 2014 - December 2015

**Strategy Consulting Intern**

- Worked in a team of 6 Stanford scientists & engineers to design a solution to a growth & innovation challenge w/ the world's leading metal recycler (8 weeks)

**CITY OF HOPE CANCER RESEARCH INSTITUTE, USA**

2008 - 2014

**Graduate Researcher**

- Due to knowledge gap in role yeast Rad59 plays in DNA repair, characterized 4 mutants, generated 15+ genetic strains, & executed multiple studies evaluating Rad59's role in 2 biological contexts
- 3 scientific papers (1 first-author), 4 platform talks (1 award), 20+ outreach presentations (2 awards)

**ADDITIONAL INFORMATION**

**Interest:** Avid podcast listener (Ted Radio Hour, This American Life, Radiolab, StarTalk), classically trained oboist, soccer player, dancer (salsa, swing, Hip Hop), outdoor explorer (camping, hiking), novice astronomer & passionate life-learner



**EDUCATION**

**BRANDEIS INTERNATIONAL BUSINESS SCHOOL**  
**Master of Science in Finance (MSF)**

December 2017

**SHANGHAI NORMAL UNIVERSITY**  
**Bachelor of Business Administration**

July 2015

**PROFESSIONAL EXPERIENCE**

**BRANDEIS INTERNATIONAL BUSINESS SCHOOL, Waltham, MA**  
**Consulting Field Project, State Street Global Exchange**

February 2017 - May 2017

- Develop a statistically rigorous and quantitative investment project, focusing on the relationship between interest rates and asset returns in coordination with the Quantextual Research Team.
- Conduct an empirical study through performing literature review, building empirical model, specifying related variables, analyzing statistics in Stata and checking robustness of the model.

**SHANGHAI TONGAN INVESTMENT LLC., Shanghai, CHINA**

February 2016 - June 2016

**Product Development and Operations Intern**

- Updated, summarized and analyzed daily commentary, ideas and trading news of financial markets.
- Managed operation process of five financial products by negotiating with investors and institutions, managing trading accounts, recording trading statistics and assisting in due diligence.
- Coordinated and prepared for more than 20 weekly roadshows by interviewing speakers, making PowerPoint decks, promoting roadshows online, maintaining collaborative relationships with more than 30 external consultants and experts, resetting and arranging roadshow halls, and writing roadshow press releases.

**HAITONG SECURITIES LLC., Shanghai, CHINA**

June 2014 - February 2015

**Research and Broker Assistant Intern**

- Collected trading statistics, completed quantitative analysis, conducted macro-economic, industry and company analysis, and collaborated with research team to complete more than 10 investment research reports
- Led intern team to accomplish Internet Finance Project distributed to the company headquarters and delivered a concept presentation which featured insights on trend analysis of China's financial environment, market opportunity identification, investors' demand research and strategy formulation

**SINO-ADI BASE OF ADVERTISING&CREATIVE INDUSTRY LLC., Shanghai, CHINA**    June 2013 - August 2013

**Assistant Accountant Intern**

- Collaborated with colleagues from other departments on preparation, filing, submission and collection of documents, vouchers and bookkeeping, ensuring the development of daily inner accounting system
- Organized and led a project team to gather information and applied Excel to process data to conduct financial statement analysis of company's five sub-branches on income and expenses, cost budget, and return for management review

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Mandarin

**Awards:** First place in Brandeis IBS Stock Pitch Challenge, 2016

**Activities:** Vice President, International Business Women Club; President, Undergraduate Volunteer and Social Work Organization; Team Leader, Business Plan Competition (Champion, 2013).

**Technologies:** Microsoft Office Suite, Bloomberg, Capital IQ, SPSS, Stata, ERP, CRM, Photoshop

## LINGYA WANG

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### EDUCATION

**HULT INTERNATIONAL BUSINESS SCHOOL**  
**Master of International Business (MIB)**

Expected 2017

**CHINESE CULTURE UNIVERSITY**  
**Bachelor of Science in Mass Communication**

June 2014

### PROFESSIONAL EXPERIENCE

**DONG FENG PRINTING CO., LTD.** — New Taipei City, Taiwan

August 2014- August 2016

**Product Manager**

*(August 2015-March 2016)*

- Acted as liaison between GM, VGM and international business; Provided product and pricing information; Communicated with department directors; managed product line schedule and rotated between departments to ensure consistency.
- Decreased contract costs 5 - 30% by negotiating with material vendors to ensure best price possible.
- Maintained customer relationships, increasing revenue \$20K a year, by providing good services, useful advice, and developing trust.
- Increased office efficiency for management and department supervisors by designing supply chain management software, resulting in 720 hours of saved time per year.
- Utilized SQL server to oversee inventory.

**Product Management Trainee**

*(August 2014- July 2015)*

- Managed product line schedule and rotated between departments to ensure consistency; Rotate within Quality Control department and operation department including sales and supply chain management.
- Ensured on time delivery of product by managing project deliverables for 40 products.
- Resolved 300+ customer complaints by solving technical problems and maintaining customer confidence.

**MICROSOFT**, Taipei, Taiwan

July 2013 - August 2014

**Intern, Promoter & Marketing and Operations Assistant**

- Promoted Microsoft products, such as Office 365 and Windows Phone, in a range of retail stores; managed events for SQL club in Taiwan, launched activities to promote the student project with Microsoft and recruit new interns.
- Enhanced "SQL PASS", a non-profit organization, participation rate 63% in 8-month period by working with IT team and writing marketing content on IT blogs and FB page.
- Increased participation rate of campus event 12% through promotion on social media to engage students with Windows 8 experience.
- Oversaw execution of 200-person event targeted at recruiting students for Microsoft student program by hosting a panel to speak about internship experience.
- Influenced consumer purchasing decision to buy Windows Phones instead of competitors by understanding consumer needs and analysing the strengths and weakness of their buying options.

### ADDITIONAL INFORMATION

**Languages:** Fluent in English (proficient) and Chinese (native)

**Achievements:** Launched a musical concert with more than 300 people in attendance and 4 guitar clubs from different universities, 2013

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Adobe Illustrator and Premier

**EDUCATION**

**BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS**, Wellesley, MA May 2019  
MBA Candidate  
**UNIVERSITY OF LIMA**, Lima, Peru July 2011  
BS, Law

**EXPERIENCE**

**PRESIDENCY OF THE COUNCIL OF MINISTERS**, Lima, Peru April 2015-July 2016  
*Ministry that transversally coordinates public policies among entities of the Executive Branch.*

**Advisor to the Prime Minister**

- Lead external office relations in representation of the ministry.
- Coordinated with public and private entities to facilitate public and private investment achieving the unleashing of more than USD 2 billion in mining investments.
- Coordinated with public officials and regional governments for diverse regional needs.
- Organized Ministry issues to be presented to the Council of Ministers' meetings.
- Executed presentations, speeches, and requirements for Congress and other public and private entities to be presented by the Prime Minister.

**MINISTRY OF DEFENSE**, Lima, Peru September 2012-March 2015  
*Ministry in charge of coordinating and supervising agencies in relation to the Armed Forces.*

**Advisor to the Minister of Defense**

- Lead external office relations in representation of the ministry.
- Coordinated public and private affairs related to the ministry and the Armed Forces as well as information requests from government officials and entities.
- Discussed emergencies and other need with regional and local governments, safeguarding lives and cities as well as other operations.
- Directed teams to draft laws to be presented to the Council of Ministers' meetings and Congress, such as the Military Service Law and the creation of the National Defense Secretariat.
- Coordinated and executed presentations, speeches, and requirements for Congress and other public and private entities to be presented by the Minister.
- Contributed in the negotiation for the acquisition of diverse army needs, including 24 transport helicopters for USD 500+ MM and observation satellite for USD 168 MM.
- Solved ministry needs with Armed Forces' officials, as well as arranged travel and security to military bases.

**MIRANDA & AMADO**, Lima, Peru July 2011-August 2012  
*Attorneys-at-Law, Provide legal services.*

**Associate**

- Executed legal documentation for the incorporation on companies, shareholders' agreements, mergers and acquisitions, share purchase agreements, etc.
- Organized and carried-on due diligences for the merger and acquisition of companies.
- Drafted and pursued governmental legal procedures for clients to obtain permits, registrations, authorizations, etc.
- Drafted legal reports for corporate clients regarding legal strategy planning.
- Acted as legal representative and General Manager of foreign client's companies in Peru, responsible for corporate daily needs and relationships.

**ADDITIONAL INFORMATION**

- **Professional Affiliations:** Member of the Board of Directors of several Peruvian companies and of the National Institute for Radio and Television of Peru (appointed by the President of Peru and Prime Minister). Represented Peru at the Senior Officials of Centers of Government Meeting of the Organization for Economic Co-operation and Development – OECD (2015. Helsinki, Finland). Co-founder of SUMAQ, grain export company. Member of several committees of the Executive Branch.
- **Social Impact:** Ad honorem Legal Advisor to Mirqa, NGO for assistance.

## EDUCATION

### YALE UNIVERSITY

2013 – Present

#### **Ph.D. candidate, experimental physics**

- Ph.D. research on direct detection of dark matter (Prof Dan McKinsey).
- 15 professional publications in peer-reviewed journals.
- Contributing member of the Large Underground Xenon (LUX) and the LUX-ZEPLIN international collaborations (100 & 250 members). Developed a 3D electric field model for the LUX detector, which served as a foundation for several breakthrough results in dark matter searches.
- Awarded Leigh Page Prize (\$2,000) for outstanding incoming physics students.

### UNIVERSITY OF ST ANDREWS

2009 – 2013

#### **Bachelor's & Master's degree (with Honors of the First Class) in physics**

- Completed a 5-year degree in 4 years.
- Master's thesis topic: Beta-induced Čerenkov light in PMT windows.
- Dean's List Award for Academic Excellence in 2009/10, 2012/13 school years.

## PROFESSIONAL EXPERIENCE

### LAWRENCE BERKELEY NATIONAL LABORATORY, CA

#### **Research Assistant (salaried position)**

2015 – Present

- Managing 2 laboratories. Responsible for setting up experiments and coordinating research.
- Leading development of a liquid xenon detector to study high voltage in cold liquid noble gases.
- Produced detector design, coordinated engineers and technicians, administrated the purchase and fabrication of parts.

### UNIVERSITY OF CALIFORNIA, SANTA BARBARA, CA

#### **Research Intern (funded)**

Summer 2012

- Assessed viability of future research by creating physics simulations. Results directly enabled experiment to move forward for additional funding (Prof Monreal).
- Presented results at an international conference in Prague, Czech Republic.

### CONFERENCE COORDINATOR FOR THE WOMEN IN PHYSICS CONFERENCE @ YALE

2014 – 2015

- Managed budget of \$55,000 to deliver the 6-month project on schedule.
- Mentored and advised committee of undergraduates organizing a 180-attendee conference as part of an American Physical Society nationwide event. Attendance & participant feedback was very positive.
- Organized the Graduate Student Panel & Career Panel - invited speakers, participated in, and moderated both panels.

### HEAD TEACHING FELLOW, Yale University

2013 – 2015

- Led sections of 16 students in the General Physics Laboratory. Coached students on experimental methods, technical writing and time management.
- Created grading rubrics to facilitate fair grading across sections & coordinated lab activities.

## ADDITIONAL INFORMATION

**Languages:** English, French, Czech.

**Technologies:** Python, C++, COMSOL Multiphysics, CAD Modeling, LabVIEW, Sublime, Emacs.

**Volunteer experience:** Science outreach to public; translation of videos for Khan Academy.

**Sports:** Ranked 7<sup>th</sup> in the world in racketlon (combination of table tennis, badminton, squash, tennis) in 2012.

## **EDUCATION**

### **ASIAN INSTITUTE OF MANAGEMENT**

2018 – Present

#### **M.S. Innovation and Business**

- Social Innovation (Social Impact Accounting)
- Market Research Innovation (Neuromarketing)
- Financial Technology (Personal Finance Management)

### **DE LA SALLE UNIVERSITY – MANILA**

2010-

2015

#### **B.S. Industrial Management Engineering minor in Information Technology**

- Date of Graduation: October 2015
- Dean's lister

## **PROFESSIONAL EXPERIENCE**

### **IMPACTVILLE**

2018 – Present

#### **Co-founder**

- A web-based application that matches investors to developmental workers and aids them to monitor their project progress and impact to the community.
- Received an incubation funding of Php 50,000.00 and business development support from Ideaspace Foundation, a non-profit organization supporting technological start-ups, as part of the top 20 start-ups.
- Conducted market research by talking to several stakeholders to know their journey as a customer and their pains through it to come up with a product.
- Productized solutions into a viable business concept.
- Successfully developed and delivered pitch to possible investors and stakeholders to gain market validation and traction of the product.

### **TECHNOPOLY INCORPORATED**

2015 – Present

#### **Senior Consultant**

- Led a development project by managing clients and programmer to build a field service and warehouse management system that improved efficiency, effectiveness and accuracy of business process.
- Solicited requirements through interviews and focus group discussions from client and end-users to come up with the design of the management system.
- Meticulously conducted alpha, beta and pilot testing to uncover and fix system issues prior to implementation that ensured flawless user experience.
- Implemented company-wide management system by conducting kick-off meetings and end-user trainings to ensure alignment with management and correct usage of the system.
- Ensured that employees were compliant in using the new management system in place by regularly monitoring their activities to meet business objectives.

## **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Tagalog

**Volunteer experience:** Program Consultant (Angat Buhay Youth Program Tech Summit)

**Technologies:** Vensim, Minitab, MS Office Suite

**EDUCATION**

**Erasmus University Rotterdam, Rotterdam School of Management** Sept 2017 – July 2018  
**Strategic Management MSc**

- Cumulative average of 8.5 / 10 after having completed the half of the ECTS points
- IXL Innovation Olympics: 2<sup>nd</sup> place

**EDHEC Business School** Jan – June 2015  
**Finance BA (French-taught program) – Erasmus semester**

- Relevant courses: Business Valuation, Strategy Analysis, Financing Decisions
- Finished one semester with 17 / 20 weighted average

**Budapest University of Technology and Economics** Sept 2012 – June 2016  
**International Business BA – Specialized in Finance**

- Cumulative average of 4,55 (top decile of students)
- I have received the Scholarship of Hungarian Republic (in two consecutive years) which is given to the top 0.8% of university students only
- Elected President of Liska Tibor Professional Student Association: I managed the college with 120 members, I was responsible for strategic planning and execution
- Member of Consulting Club
- Competitions: I have participated in several case study competitions, both regional and international ones, where with a team I came many times in the first 3 top places

**PROFESSIONAL EXPERIENCE**

**PwC Hungary, Hungary** March 2016- Sept 2017  
**Management Consultant**

- Strategy creation for regional Oil & Gas player for Automotive market entry; Strategy and IT system optimization for regional FinTech player; Operational DD on a Telco and Transportation company; Process optimization for an auto-leasing company during its post-merger integration phase
- As a junior consultant, I supplemented and supported the projects and my senior's work. Later stages I lead the data and market analysis sub-stream of an of the project with +3 junior and intern colleagues

**Everjobs, Germany** August 2015 – Jan 2016  
**Junior Financial Manager**

- Executing the budgeting, controlling and reporting tasks, preparing financial models

**McKinsey & Company, Hungary** Oct 2014 - Jan 2015  
**Research Analyst Intern**

- Synthesizing FinTech examples into a wide-range database to structure and define the industry
- Preparing digital innovation case based on the information gathered from McKinsey colleagues from various offices around the globe

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English, Hungarian. Advance level in French

**Awards:** NN Group Future Matters Scholarship; EU Fund Scholarship for Young Talents, 2017

**Volunteer experience:** Member and tutor at Liska Tibor College for Advanced Studies (Student Association) at my Hungarian university, teaching case study solving workshops

**Technologies:** MS Word, Excel, Powerpoint

### **EDUCATION**

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**Languages:** Fluent in English, Hungarian. Advance level in French

**Awards:** NN Group Future Matters Scholarship; EU Fund Scholarship for Young Talents, 2017

**Volunteer experience:** Member and tutor at Liska Tibor College for Advanced Studies (Student Association) at my Hungarian university, teaching case study solving workshops

**Technologies:** MS Word, Excel, Powerpoint



## **EDUCATION**

### **HULT INTERNATIONAL BUSINESS SCHOOL**

Expected August 2017

#### **Master of International Business**

- Dean Scholar.
- Dean List.

### **EARTH UNIVERSITY**

2002 – 2011

#### **B.S., Agricultural Engineering**

- Completed an undergraduate major for a Bachelor of Science in Agriculture.
- Leadership: President (2013-14) and Member (2011-2012) of The Multicultural Club; Performed dances and shows for tourists on campus; Led team to organize different events representing our university, participated on more than 30 events.
- Awards & Honors: Distinguished Student (Third Year of Studies, 2012-2013).
- GPA: B.S. – 9.0/10.0 (96 courses).

## **PROFESSIONAL EXPERIENCE**

### **CANOPY CITY, Boston, MA, USA**

May 2017- Present

#### **Business Development Specialist**

- Develop partnerships with universities, companies, and organizations, for a start-up and incubator company.
- Attend different events and conferences to enhance the network and build relationships.

### **CELAVER GROUP, Ecuador**

December 2014 – August 2016

#### **Field and Strategy Manager**

- Increased profits 5% by analyzing financial statements in order to build an efficient strategy during a critical weather season.
- Improved the quality and quantity of milk production (mixed tropical system) by 50% through the implementation of a new operational plan.
- Developed an innovative plan for refining efficiency, which included improvements in technology and organizational behavior.
- Participated in professional conferences regarding the cattle and dairy business to enhance the network of the organization and to create partnerships with new stakeholders.
- Organized meetings with team of engineers and veterinarians to create and revise strategy.

### **UNION OF COCOA PEASANT PRODUCERS, Ecuador**

July 2013 - December 2013.

#### **Intern, Sales**

- Reviewed new international client portfolios and coordinated initial contact. Interacted with a group of local women building an agro-tourism project.
- Consolidated business portfolio by adding 35 new contacts through networking and collaborating at a business conference, Aromas del Ecuador in Guayaquil and during the Second Biotrade Congress, in the United Nations (UNCTAD-UNOG), Switzerland.

## **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Spanish.

**Volunteer experience:** FANN, Guayaquil City (January 2009 – December 2010): Education and Assistant of Basic Needs.

**Affiliations:** AG EARTH, Association of EARTH Alumni in Ecuador.

**Technologies:** PC; MS Word, Excel, Power Point, Access, Publisher, Project.

### **EDUCATION**

**ASIAN INSTITUTE OF MANAGEMENT** 2018 – Present  
**Master of Science in Innovation and Business**

- Grant-in-Aid Recipient
- Anticipated Date of Graduation: December 2018

**DE LA SALLE UNIVERSITY** 2010 – 2015  
**Bachelor of Science in Mechanical Engineering**

- Dean's List
- Shell Scholar

### **PROFESSIONAL EXPERIENCE**

**SEAOIL PHILIPPINES, INC.,** Philippines 2017 – 2018  
**Special Audit Officer**

- Formulated solutions to minimize or eliminate variance in identified vulnerability of product transfer operations in depots and vessels to prevent similar instances from occurring again.
- Created and maintained a framework for oversight prevention.

**HOLCIM PHILIPPINES, INC.,** Philippines 2015 – 2017  
**Production Engineer**

- Increased the production capacity by 20%.
- Eliminated a design problem with the plant layout that caused high maintenance costs.
- Attained a 'World Class' rating of the Bicutan and Iloilo plants.

**NEMV INDUSTRIAL PHIL.,INC,** Philippines 2014  
**Engineering Design Intern**

- Minimized supply and labor usage with efficient HVAC and fire protection designing.
- Ensured no delays by creating accurate bill of quantities to advance the project.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in Filipino (Tagalog, Bisaya, Hiligaynon) and English.

**Awards:** Shell Eco Marathon Asia - Champion, Gasoline Urban Concept Car – 2015, 1<sup>st</sup> Runner-up, Battery-Electric Urban Concept Car – 2014, Perseverance and Spirit of the Event Award – 2014, Communications Award – 2013.

**Volunteer experience:** Rotaract Club of De La Salle University – Manila, Rotaract Club of Manila.

**Certifications:** Global Innovation Management Institute (Innovation Management Certification), Six Sigma Philippines (Certified Six Sigma Yellow Belt), Professional Regulation Commission (Registered Mechanical Engineer).

**Technologies:** SolidWorks, AutoCAD, and MS Office programs.

### EDUCATION

<b>HULT INTERNATIONAL BUSINESS SCHOOL</b> <b>Master of International Marketing (former "Digital Marketing")</b>	2015 – 2016
<b>PLEKHANOV STATE ACADEMY OF ECONOMICS</b> <b>Master in Marketing</b>	2001 – 2002
<b>MILITARY UNIVERSITY</b> <b>Bachelor In Journalism / Psyop</b>	1992 – 1997

### PROFESSIONAL EXPERIENCE

<b>WISP INC., Oakland, CA, USA</b> <b>CMO</b> <ul style="list-style-type: none"><li>▪ Developed Brand positioning and value proposition for a new smart window product by iGlass Technology. The product is planned for launch in CA, US in 2017.</li><li>▪ Formulated product benefits and ran a consumer study in the US to understand perceived value and price.</li><li>▪ Developed the concept and managed the production of video introduction and web site for Digital Blinds, lately rebranded into Wisp.</li></ul>	2015 - Now
<b>YOUNG &amp; RUBICAM ADVERTISING - Moscow, Russia</b> <b>Managing Director</b> <ul style="list-style-type: none"><li>▪ Led multiple teams in development, production and sales of advertising campaigns' for existing and new high profile clients. Y&amp;R Moscow is 100+ employees.</li><li>▪ Achieved 15% yearly growth on a stagnant Russian advertising market in 2014 through wins of projects from Danone, Rosneft and Rostelecom. Personally developed opportunities, delivered pitch presentations, negotiated, closed and supervised projects worth over \$1,000,000 incremental income.</li><li>▪ Engaged the creative team in passionate pursue of the world's top industry award – Cannes Lions. Y&amp;R Moscow creative reputation skyrocketed with winning 1 Silver Lion in 2013 and 2 Silver Lions in 2014.</li></ul>	2013 - 2015
<b>ADDED VALUE BRAND CONSULTANCY, - Moscow, Russia</b> <b>Managing Director.</b> <ul style="list-style-type: none"><li>▪ Built and managed a team of 7 marketing consultants and analysts, personally delivered sales presentations, facilitated over 50 client workshops, wrote brand concepts and performed consumer research in various formats.</li><li>▪ Increased the size of business 2.5 times in 4 years (from \$300 K Gross Margin in 2009 to \$800 K in 2013).</li><li>▪ Planned, presented, negotiated and worked as team leader on over 70 marketing consulting projects, including consumer and cultural research, brand strategy and product innovation for major FMCG companies in Russia and Europe (LG, Nestle, Pepsico, Coca-Cola, Efes, Danone, Mars).</li><li>▪ Characterized novel proteins active in inflammatory bowel disease – a condition that affects over 1.3 million people in the U.S. – and published findings in a leading immunology journal</li></ul>	2019 - 2013

### ADDITIONAL INFORMATION

<b>TNK – BP   Senior Manager, Brand and Communications, Oil &amp; Gas - Moscow, Russia</b>	2006 – 2009
<b>YOUNG &amp; RUBICAM   Business Development and Strategy Director - Moscow, Russia</b>	2003 – 2006
<b>IFOR (Implementation Forces)   Analyst/translator, Military - Tusla, Bosnia and Herzegovina</b>	1996
<b>Work Authorization:</b> USA visa	
<b>Languages:</b> English (fluent), French (basic), Russian (native).	
<b>Hobbies:</b> Outdoor and Action Sports (snowboarding, kite surfing, surfing, soccer, skiing, skating); reading	

### **EDUCATION**

<b>UNIVERSITY OF CALGARY, HASKAYNE SCHOOL OF BUSINESS</b> <b>Master of Business Administration – Specialization Finance</b>	2015 – 2017
<b>UNIVERSITY OF CALGARY – Calgary, Canada</b> <b>Master of Engineering - Chemical and Petroleum Engineering</b>	2003 – 2017
<b>UNIVERSIDAD DE LOS ANDES- Bogotá, Colombia</b> <b>Post graduate diploma - Automation of Industrial Processes</b>	1997 – 1999
<b>UNIVERSIDAD NACIONAL DE COLOMBIA- Bogotá, Colombia</b> <b>MEng. Chemical and Petroleum Engineering</b>	1988– 1993

### **PROFESSIONAL EXPERIENCE**

<b>PEMBINA PIPELINE CORPORATION - CANADA</b> <b>Senior engineer/project manager</b> <ul style="list-style-type: none"><li>Managing of simultaneous projects with time sensitive requirements and direct impact on business revenues. Managing the design and execution of facilities integrity program for liquids storage for Crude, Condensate and NGL's systems.</li><li>Providing high level feasibility, scenario analysis to support business development in the generation of commercial opportunities for major pipeline projects.</li></ul>	Aug 2011-May 2017
<b>TRANSCANADA PIPELINES LIMITED - CANADA</b> <b>Senior project engineer</b> <ul style="list-style-type: none"><li>Developing project scope, alternatives evaluation, cost estimates and risk analysis to achieve a competitive industry solution in support of business development groups focused in Mexico, US and Canada.</li></ul>	Sep. 2007-Jul 2011
<b>ADVANTAGE INSIGHT GROUP INC - CANADA</b> <b>Senior business analyst</b> <ul style="list-style-type: none"><li>Providing technical and economic analysis support for Canadian Crude Oil and Condensate price equalization as part of an ongoing contract to support the management of the equalization system.</li><li>Provided statistical and laboratory data analysis to support the Canadian Condensate equalization model.</li><li>Evaluating and improving a viscosity blending equation for thermally produced and conventionally produced crude oil blends with condensate.</li></ul>	Dec 2001-Sep 2007
<b>ECOPETROL - COLOMBIA</b> <b>Engineer/Production Engineer</b> <ul style="list-style-type: none"><li>Coordinating refined products supply in a multi refinery setting: prepared the Monthly Refined Products Plan for two refineries with total capacity of 300 KBPD, domestic market and exports plan based on economic evaluations using linear programming.</li><li>Supporting and monitor operation through daily monitoring in a 220 KBPD refinery.</li></ul>	Aug 1994-Aug 2001

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Spanish

**Affiliations:** P.Eng. Professional Engineer licensed with APEGA, Association of Professional Engineers and Geoscientists of Alberta - Canada

**Technologies:** MS Word, Excel, Power Point

## MAYERLY BEDOYA

mayerly@shaw.ca | +1 (403) 245 – 8619

### EDUCATION

**UNIVERSITY OF CALGARY, HASKAYNE SCHOOL OF BUSINESS** 2015 – 2017  
**Master of Business Administration – Specialization Finance**

**UNIVERSITY OF CALGARY – Calgary, Canada** 2003 – 2017  
**Master of Engineering - Chemical and Petroleum Engineering**

**UNIVERSIDAD DE LOS ANDES- Bogotá, Colombia** 1997 – 1999  
**Post graduate diploma - Automation of Industrial Processes**

**UNIVERSIDAD NACIONAL DE COLOMBIA- Bogotá, Colombia** 1988– 1993  
**MEng. Chemical and Petroleum Engineering**

### PROFESSIONAL EXPERIENCE

**PEMBINA PIPELINE CORPORATION - CANADA** Aug 2011-May 2017  
**Senior engineer/project manager**

- Managing of simultaneous projects with time sensitive requirements and direct impact on business revenues. Managing the design and execution of facilities integrity program for liquids storage for Crude, Condensate and NGL's systems.
- Providing high level feasibility, scenario analysis to support business development in the generation of commercial opportunities for major pipeline projects.

**TRANSCANADA PIPELINES LIMITED - CANADA** Sep. 2007-Jul 2011  
**Senior project engineer**

- Developing project scope, alternatives evaluation, cost estimates and risk analysis to achieve a competitive industry solution in support of business development groups focused in Mexico, US and Canada.

**ADVANTAGE INSIGHT GROUP INC - CANADA** Dec 2001-Sep 2007  
**Senior business analyst**

- Providing technical and economic analysis support for Canadian Crude Oil and Condensate price equalization as part of an ongoing contract to support the management of the equalization system.
- Provided statistical and laboratory data analysis to support the Canadian Condensate equalization model.
- Evaluating and improving a viscosity blending equation for thermally produced and conventionally produced crude oil blends with condensate.

**ECOPETROL - COLOMBIA** Aug 1994-Aug 2001  
**Engineer/Production Engineer**

- Coordinating refined products supply in a multi refinery setting: prepared the Monthly Refined Products Plan for two refineries with total capacity of 300 KBPD, domestic market and exports plan based on economic evaluations using linear programming.
- Supporting and monitor operation through daily monitoring in a 220 KBPD refinery.

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Spanish

**Affiliations:** P.Eng. Professional Engineer licensed with APEGA, Association of Professional Engineers and Geoscientists of Alberta - Canada

**Technologies:** MS Word, Excel, Power Point

**EDUCATION**

**BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS**  
**Candidate for Master of Business Administration**

May 2017

**INSTITUTO TECNOLÓGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY**  
**Bachelor of Mechanical Engineering, Minor in Industrial Engineer**

**PROFESSIONAL EXPERIENCE**

**ACIXS (Articulos y Construcciones Inoxidables SAPI de CV), Monterrey, MX**  
**Co-Founder & Chief Commercial Officer / Member of the Board**

2011-2015

- Won grant from Monterrey Institute of Technology's E+E Venture Accelerator and secured \$231,000 funding from gov't. Designed customer relationship manager platform and implemented online technician platform to follow up with customers and developed marketing strategy.
- Implement sales methodology to hit \$60,000/month target goal in sales. Hired 10 technicians in first year of operation
- Developed ACIXS Technician training with University of Monterrey, which helps employees build skills in interpersonal communication, quality manufacturing, and administrative work
- Designed, manufactured, and installed railings for apartment and commercial building Punto Central, generating \$90,000

**CEDAR VENTURES SAPI de CV, Monterrey, MX**  
**Treasurer and Board Member**

2013-2015

- Track and analyze ROI of all investments, properties, and projects for my family's business Cedar Ventures. Participated in the investment of Yukids Mexico, a children's entertainment company with three Mexican locations
- Invested \$385,000 in new financial instrument to achieve 18% return on investment yearly
- Purchased land to develop multipurpose building project, commercial offices, and apartments in San Pedro, Garcia

**TERNIUM, Monterrey, MX**

2008-2014

**Sales Representative, Retail, North Mexico**

2013-2014

- Covered monthly sales quotas and managed relationships with 15 clients (~\$10M annually) for Latin America's #1 steel mill. Ranked as high potential employee three consecutive years for taking on projects outside my scope

**Sales Representative Subproducts, National**

2011-2013

- Implemented and designed national e-commerce platform for 11 distribution centers, which generated \$132 million in sales, while reducing employees' administrative time 70%
- Determined key performance indicators, such as daily stock reports, sales rep performance, forecast sales, and supply chain efficiency, to inform senior management's decision-making and present clear view of sales progress quotas

**Young Professional Trainee Program, Inside Sales**

2008-2011

- Compiled and presented service stock reports so sales force could track available products in each distribution center. Captured purchase orders and developed the most effective ways to deliver samples from the production area to exhibitors' projects in collaboration with marketing team.

**ADDITIONAL INFORMATION**

**Certifications:** Global Innovation Management Institute, Level 2: Innovation Master Certification

**Volunteers:** Volunteer for UNETEC, a program to support the development of children with scarce resources in Monterrey

### **EDUCATION**

**HULT INTERNATIONAL BUSINESS SCHOOL,** EXPECTED 08-2018  
**Masters in Business Administration**  
**ECOLE DE FORMATION DU BARREAU (EFB); Paris Bar** January 2002 – December 02

**UNIVERSITE PARIS V – FACULTE DE DROIT DE MALAKOFF** 1996 – 2001  
**B.S., M.S., and Post Graduate Degree, Law and Procedure**  
▪ Completed an undergraduate major for in procedure and minor in economic  
▪ Leadership: Secretary of the African Descent association of Faculté de Droit de Malakoff (Paris V)

### **PROFESSIONAL EXPERIENCE**

**MICHELE MATENO SILATCHOM, Paris, France** September 2014- August 2017  
**Self –employed**

- Collaborated with four HR assistants and the HR Manager in an international oil and gas company to analyze immigration laws and develop a cost saving recruitment process destined to the HR department to obtain reflex and gain time when hiring a foreign salaried.
- Popularized French and European Labor laws to ensure legal compliances of third countries national companies work policies and suggested modifications.
- Contributed to the fulfillment of young professionals by providing them accurate legal advice.
- Wrote petitions, represented clients and argued in front of courts of law.

**EMIGRA FRANCE, Paris, France** August 2011- April 2014  
**Immigration Consultant**

- Reviewed and ensured that all of the information provided by clients was accurate and correct; prepared and checked all legal documents, drafted the forms and documents supporting the visa/resident permit/citizenship application.
- Contributed to the settling up of the subsidiary of a client company in Korea, assisted with provision of legal advices, communicated with relevant government entities on an ongoing basis regarding clients' cases.
- Prepared e-library to set up a database of frequent topics. Managed the web portal ensuring that all legal questions were answered effectively in due time.

**ATTORNEY AT LAW, Paris, France** January 2003 – July 2007.  
**Self Employed and associate lawyer for various law firms**

- Developed strategies and arguments in preparation of presentation of cases. Interpreted laws, rulings and regulations for individuals and businesses. Drafted legal briefs and opinions for all clients. Analysed probable outcomes of cases using knowledge of legal precedents. Worked with management and staff to resolve pre-litigation disputes.
- Managed all trial preparation for case litigation. Filed all case pleadings in a timely manner. Creatively formulated trial techniques that specifically pertained to each case. Explained available courses of action and possible repercussions of cases to clients. Drafted objective memoranda for each case.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English, French native, conversational in Italian and Spanish

**Volunteer experience:** Diocèse de Paris (2012-2017): Manager of after school program and catechist: FEMRU and “Droit d’Urgence”(lawyer); provide free legal advises and plead in front of court for refugees

**Technologies:** PC and MAC; MS Word, Excel, Power Point.



## MILOS BECAREVIC

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### EDUCATION

#### BRANDEIS UNIVERSITY, INTERNATIONAL BUSINESS SCHOOL

2016 – 2017

##### Master of Science in Finance

- World Leader Scholarship Recipient

#### FUDAN UNIVERSITY

2012 – 2016

##### LL.B., International Politics (in Chinese)

- Full-Tuition Merit Scholarship Recipient

### PROFESSIONAL EXPERIENCE

#### MICHELIN, Shanghai

September 2015- December 2015

##### Credit Analyst Intern

- Monitored borrowing trends and payments on a weekly basis in order to determine credit exposure
- Collected data from financial statements and credit rating agencies and performed preliminary analysis in order to recognize potential financial risks of customers
- Reviewed delinquent accounts to prevent future risk and to collect past due payments
- Generated financial ratios using Excel and SQL to evaluate customers' financial status
- Created presentations which improved customers' understanding of their businesses and ability to pay their debts in a timely manner

#### CONSULATE GENERAL OF THE REPUBLIC OF SERBIA, Shanghai

September 2014 – January 2015

##### Ministry of Foreign Affairs Intern

- Analyzed current events and produced written reports evaluating political and economic trends in China
- Conducted in-depth regulatory and market research for three Serbian companies belonging to the wine, software, and tourism industries seeking to revise their investment, business and risk management strategies in China
- Conducted due diligence of prospective Chinese investors in Serbian infrastructure and resources
- Supported the former Serbian Minister of Education as he strengthened the educational cooperation between two leading universities in China and Serbia, with the goal of establishing a larger student and professor exchange
- Devised a joint venture strategy in coordination with a Serbian software firm and one of the largest POS terminal manufacturers in China

#### BOVEST (PLASTIC MANUFACTURER), Serbia

April 2014 -August 2014

##### Logistics Manager and Interpreter

- Organized leadership trips to China to visit exhibitions and factories and to develop future trade relationships
- Translated and supported negotiation for the acquisition of manufacturing machinery at a 25% discount, aimed to enable increase in production
- Oversaw the shipment and logistics of acquired machinery and products from China to Europe, ensuring equipment arrived on time and in good condition

### ADDITIONAL INFORMATION

**Leadership:** Organization of Serbian Students Abroad (OSSA), China Section Founder and President

**European-American Student Association**, Founding Member and Co-President

**Language:** English, Serbian, Croatian, Bosnian – Native or bilingual proficiency, Chinese (Mandarin), Romanian – Full professional proficiency, Spanish, Macedonian – Conversational.

**Computer:** Microsoft Office Suite; Adobe Suite; SQL; Bloomberg; R; VBA; Chinese and Western Social Media

**Interests:** Traveling, Technology, Poetry, Photography, Sports

## **EDUCATION**

**HULT INTERNATIONAL BUSINESS SCHOOL** 2016 – 2018  
**Master of International Business and Marketing**

- Dean's Scholar
- Double time Dean's List Recipient

**MANAGEMENT CENTER INNSBRUCK** 2013 – 2016  
**Bachelor of Honors in Business & Management**

- Scholarships and Awards: Jane M. Klausman Women in Business Scholarship, ZONTA Club Innsbruck (2016); DFK academic support prize for outstanding personal and professional experience, performance & plans (2015); Scholarship for excellent academic performance provided by the Austrian ministry (2014, 2015, 2016)
- Exchange Semester: International College of Management Sydney (ICMS), Sydney, Australia; Dean's List Recipient (2015)
- Summer School Programs: Strategy & Marketing for Emerging Countries at Universidade Paulista, São Paulo, Brazil (2015); Mandarin at Hutong School, Shanghai, China (2014)

**EUROPA-INSTITUT DR. KRAMER** 2010 – 2012  
**Diploma as Multilingual Management Assistant (MMA) in 5 languages**

- Valedictorian
- Tutor for German, English, French, Spanish, Chinese, and Economics

## **PROFESSIONAL EXPERIENCE**

**DR. FRANK SPRACHEN & REISEN, Germany** 2010 - 2016  
**Regional Manager Austria** 2014 – July 2015

- Retooled the German business model and processes to the Austrian competitive landscape to improve targeting and satisfaction of customer needs, and increase sales
- Recruited, developed, and led company's first organized team in Austria consisting of 8 freelancers
- Increased brand awareness by initiating and heading marketing efforts at 6 (multi-day) trade fairs in Austria
- Improved preparatory seminars for future attendees by collecting feedback and closing the feedback loop to ensure student tailored content

**Freelancer, Team Southern Germany** 2010 – 2013 & 2016

- Conducted customer research and acquisition
- Informed, acquired, and evaluated host families; assisted them and students for any inquiries

**Intern** 2012

- Navigated communication between customers, overseas business partners, and scholarship applicants involved in service process
- Examined documents for correctness and reiterated process steps
- Organized and lead excursion to Luxemburg for visiting U.S. business partners

**CITY MARKETING REUTLIGEN, Germany** 2010 - 2011  
**Student Trainee in the Events Department**

- Research for and development of city events

## **ADDITIONAL INFORMATION**

**Languages:** German, English, Spanish (fluent); French (advanced), Mandarin (intermediate), Portuguese and Japanese (beginner)

**Technologies:** PC and MAC; MS Word, Excel, Power Point

## MRINAL RATH

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### EDUCATION

**UNIVERSITY OF CALIFORNIA – LOS ANGELES, Ph.D. (BIOMEDICAL ENGINEERING)** 2012 – 2018

**M.S. and Ph.D., Biomedical Eng. - Neuromuscular Rehabilitation, Modeling and Biomechanics**

- Minor 1, Neural Eng.; Minor 2, Clinical and Translational Research
- Cumulative graduate GPA: 3.41/4.0
- Contributed to 3 publications (1 First Author), 2 conference presentations (Oral and Poster), 3 grant proposals, and 1 patent
- University Fellow (Tuition + \$30,000; only recipient in Bioengineering department)
- Eureka Scholar 2014-2015 (Tuition + \$31,000)
- Dean's List 2014-2015 (Tuition + \$31,000)

**GEORGIA INSTITUTE OF TECHNOLOGY**

2007 – 2011

**B.S. Biomedical Engineering.**

- Cumulative GPA: 3.71/4.0
- Minor, Technology and Management; Area of Focus: Biomechanics
- Graduated with Highest Honors and Faculty Honors; Dean's list (2007-2011)

### PROFESSIONAL EXPERIENCE

**PIGEON SYSTEMS, INC., USA**

October 2017- Present

**Co-Founder**

**COPERNIC AND CALIFORNIA SPACE CENTER, USA**

June 2017- Present

**Business and Strategic Development Consultant**

- Develop and implement growth opportunities for space ventures and the associated ecosystem

**ITALIA INNOVATION DESIGN PROGRAM, Italy**

June 2017- August 2017

**Management Consultant**

- Provided business development solutions for Illy Café (top Italian global company) in a fully-immersive multidisciplinary project providing a special insight on the Italian business landscape
- Pitched business solutions to C-level mgmt. (1 of 70 selected from 4,000+ global applicants)

**UCLA OFFICE OF INTELLECTUAL PROPERTY & RESEARCH, USA**

January 2016- October 2017

**Technology Fellow**

- Facilitated 22+ UCLA patenting projects; Facilitated ~\$1.5 Million licensing deal for UCLA
- Researched 40+ market portfolios, generated 25+ marketing materials and disclosures
- Created 2 proposal decks to acquire venture capital funding, Performed 30+ competitive analysis

**UCLA EDGERTON LAB: SPINAL CORD INJURY RESEARCH, USA**

May 2012- Present

**Graduate Student Researcher**

- Developed neuromusculoskeletal model and tool kit for spinal cord injury rehabilitation programming
- Conducted small scale clinical trial to get FDA approval for a spinal cord stimulator
- Communicated study results at departmental and intercollegiate seminars, and conferences

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Oriya, Familiar with French

**Awards:** UCLA Life Sciences Certificate of Distinction in Teaching September 2016, Graduating Seniors Keynote Speaker May 2016, Jeffrey L. Hanson Distinguished Service Awards June 2015, Chancellor's Excellence in Service June 2015, 2016, 2017

**Volunteer experience:** Angel City Sports, UCLA Mentoring Program, AICF

**Certifications:** Global Innovation Management Certificate Level 1 and 2 December 2017, Certified LabVIEW Associate Developer (CLAD), National Instruments June 2014, UCLA Fitness Leadership Program Coach June 2014, Certified Strength and Conditioning Specialist (CSCS), July 2014

**Technologies:** Microsoft Inventor Suite, 3D Prototyping and CAD (Autodesk Inventor, Solid Works), Matlab, LabView, OpenSim, LabChart, C++, Microsoft Visual Studio, Adobe Lightroom, Photoshop, After Effects

### EDUCATION

<b>ASIAN INSTITUTE OF MANAGEMENT</b> <b>Master of Science in Innovation and Business</b> <ul style="list-style-type: none"><li>Term 1: Dean's Lister 4.2/5</li></ul>	2018
<b>UNIVERSITY OF THE PHILIPPINES-DILIMAN</b> <b>Master of Science in Chemistry</b> <ul style="list-style-type: none"><li>Completed 32 units of coursework and laboratory work</li><li>Graduate research topic: Extraction and Isolation of Anti-Tuberculosis Compound/s from <i>Vitex trifolia</i></li><li>Consistent college/ university scholar</li></ul>	2011-2015
<b>UNIVERSITY OF THE PHILIPPINES-DILIMAN</b> <b>Bachelor of Science in Chemistry</b> <ul style="list-style-type: none"><li>Graduated cum laude</li><li>Undergraduate research topic: Xanthine Oxidase Inhibitor Isolated from <i>Blumea balsamifera</i> for Treatment of Hyperuricemia</li><li>9th place, National Chemistry Licensure Exam</li></ul>	2007-2011

### PROFESSIONAL EXPERIENCE

<b>SYNNOVATE PHARMA CORPORATION</b> <b>Associate Chemist 2 (Product development and Quality Assurance Team Leader)</b> <ul style="list-style-type: none"><li>Led the development of quality management system document, protocol and procedures that resulted to passing the FDA audit and acquisition of four (4) License to Operate (LTO) for drug manufacturer, food manufacturer, drug importer and distributor, and food importer and distributor.</li><li>Headed activities involving product development, quality control and plant quality assurance including strategic planning, budgeting and review of activities</li></ul>	2015-2017
<b>UNIVERSITY OF THE PHILIPPINES-DILIMAN</b> <b>Instructor 4/ Instructor 3</b> <ul style="list-style-type: none"><li>Mentored, tracked progress and managed students and junior instructors that resulted to progress of the students in the course and the improvement of junior instructors in delivering instructions.</li></ul>	2011-2015

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Filipino

**Affiliations:** Integrated Chemist of the Philippines (ICP), Natural Products Society of the Philippines (NPSP)

**Technologies:** MS Word, Excel and PowerPoint; Adobe Photoshop and XD;

## OSRIC FORREST

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### EDUCATION

#### EMORY UNIVERSITY, Ph.D. (IMMUNOLOGY), LANEY GRADUATE SCHOOL 2012 – Present

- **Dissertation title:** Studying and Targeting Neutrophil Driven Inflammation in Airway Inflammatory Diseases Advisor: Rabindra Tirouvanziam, Ph.D. GPA – 3.8/4.0
- Leadership: Vice president for mentorship, Emory Pipeline mentorship program; vice president, Emory Black graduate student association; and Immunology representative on the DSAC board.
- Awards & Honors: SIRE graduate teaching fellow, Best oral presentation award (Riken institute), International travel award (AAI)

#### GEORGIA INSTITUTE OF TECHNOLOGY, SCHELLER COLLEGE OF BUSINESS 2016- Present

- Certificate in Technology Entrepreneurship: Scheller College of Business: TI:GER Program
- Leading a team of MBA and JD candidates to commercialize technology associated with my doctoral research.

#### HAMPDEN-SYDNEY COLLEGE 2008 – 2012

- **B.S., Biology, Chemistry** GPA: B.S. – 3.8/4.0
- Leadership: President, Lieutenant Governor: Circle K international (2009-2012), Resident advisor (2012); Captain of ethics bowl team where I led the team to the finals twice, ultimately winning competition in 2012.
- Awards & Honors: *Summa Cum Laude*, *Phi Beta Kappa*, Honors, and Dean's List

### PROFESSIONAL EXPERIENCE

#### EMORY UNIVERSITY, Atlanta, USA 2012- Present

##### Graduate Research Assistant

- Develop a pre-clinical testing platform for inflammatory diseases such as cystic fibrosis.
- Work collaboratively to run numerous human clinical studies, coordinating sample processing and data analysis.

#### COMMUNITY CONSULTING TEAMS, Atlanta, USA 2017- Present

- Serve on a team of a pro-bono consultant to identify key obstacles for a non-profit by conducting an evaluation of the organization's information technology and customer relation management systems.
- Increase client's organizational efficiency by analyzing acquired data and producing a 1-year strategic plan.

#### BIOTECHNOLOGY CONSULTING INTERNSHIP, Atlanta, USA July 2016

- Conducted customer discovery interviews for novel technological applications for a non-destructive testing technology.
- Worked with a team to develop and analyze interviews and industry trends.

#### EMORY UNIVERSITY, Atlanta, USA 2016- Present

##### SIRE Teaching Fellow

- Develop the curriculum and teach a year-long research seminar class for Emory University undergraduate students participating in interdisciplinary undergraduate research.
- Facilitate mentorship and career planning sessions for Emory Undergraduate students.

**Awards:** Leader of tomorrow, GAP Summit, Cambridge UK,

**Affiliations:** American Association of Immunologists (AAI), Society for Leukocyte Biology,

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Publisher, JMP Statistics

### **EDUCATION**

**Hult International Business School, Boston, Massachusetts**  
**Masters of Business Administration (MBA)**

Expected August 2018

- Dean's Scholar
- Member of the Hult Consulting Club, Hult Women in Business Club and Hult Technology Club
- IXL Challenge – consulting with a large insurance company

**National Institute of Technology, Calicut, India**  
**Bachelors in Technology (B.Tech)**

2009 – 2013

- Winner of Verizon Ideation Challenge
- Member of the Literary and Debating Club, Mathematics Club and the Industrial and Planning Forum

### **PROFESSIONAL EXPERIENCE**

**Deloitte Consulting Private Limited, Bangalore, Karnataka, India**

August 2013- August 2017

**Consultant**

August 2016 – August 2017

Salesforce developer with strong record of client satisfaction in the life sciences industry.

- Developed and analyzed modules in various applications in the life sciences industry including system improvements and existing customer relationship features.
- Spearheaded a team of 5 engineers to develop an independent module from an offshore location and mentored new team members.
- Specialized and supervised various technical areas implementing Salesforce – deployments (using Eclipse IDE, ANT, Workbench), security of application, knowledge articles, apex triggers, apex controllers, visualforce pages, and conga templates.
- Programmed integration of third-party application to the Salesforce CRM (Conga Composer, zPaper).
- Collaborated with onshore on functional design of new modules to be implemented and directed many Proof of Concepts for projects.

**Business Technology Analyst**

August 2013 – August 2016

Administered many incident responses and break-fix systems, designing and documenting many system code and configurations; performed regression testing for some projects.

- Developed complex modules in various applications in the telecom industry, life sciences industry and financial services industry with 15+ functional leads.
- Operated with CPQ tools like BMI and Apptus and Vendavo (B2B tool)
- Developed an understanding of building custom pages using Apex Controllers and VisualForce pages and Salesforce out of the box functionalities (Workflows, Security, Approvals, Custom Objects and Standard Objects).
- Guided new team members in projects.

### **ADDITIONAL INFORMATION**

**Languages:** English (fluent), Malayalam (native), Hindi (fluent).

**Certifications:** Salesforce DEV 401, Salesforce Admin 201, Mulesoft, LifeSciences Level 1, Excel Advanced(VLookups), GIM Institute's Level 1 and Level 2.

**Volunteer:**

- Deloitte Employee Giving Program, Deloitte Consulting US India - Involved in the Community Service Team at Deloitte. Contributed towards 20+ institutions like Karunashraya (Cancer hospice trust), Government Schools and even schools for children with special needs.
- Culture Care Kids First, Hult International Business School – Involved in helping out children in the Boston community belonging to financially weak backgrounds.

**Technologies:** Salesforce.com, zPaper, Vendavo, BMI, Conga Composer.

## **EDUCATION**

### **HULT INTERNATIONAL BUSINESS SCHOOL**

Expected March 2018

#### **Master of Science (M.Sc.) with Distinction, International Business and Finance**

- Global rotation: San Francisco, Shanghai, New York, Boston
- Dean's Scholar and Dean's List throughout the program (top 1% of student body)
- "Future leader scholarship" and full tuition scholarship for double degree
- Peer recognition awards: "Peer Tutor" and "Above and Beyond"
- Board member of the "HULT Finance Club", active member of the "HULT Consulting Club"
- GPA: 3.9/4.0 (estimated; 26 courses)

### **FRANKFURT UNIVERSITY OF APPLIED SCIENCES**

2013 – 2016

#### **Bachelor of Science (B.Sc.) with Honors, International Finance**

- Semester abroad: University College of the Cayman Islands, GPA: 4.0/4.0 (5 courses)
- Bachelor thesis: "Reputation Management for Financial Services: Rudiments of Improvement of the Customer Relationship"
- Bachelor project: "Diversity in Executive Boards: Empirical Investigation of the Composition of the Executive Boards Considering the 30 Highest-Selling Companies of Germany, Japan, Russia and the United States of America"
- GPA: 3.8/4.0 (34 courses)

## **PROFESSIONAL EXPERIENCE**

### **SEARCH FUND ACCELERATOR, BOSTON, MA, USA**

October 2017 – Present

#### **Private Equity Intern**

- Help entrepreneurs search and find the right business to acquire and manage as the CEO for the foreseeable future through evaluating over 100 acquisition target companies every day
- Analyze industries and business models while applying valuation methods and research techniques

### **IXL CENTER – INNOVATION OLYMPICS, BOSTON, MA, USA**

October – December 2017

#### **Investment Management Consulting Intern**

- Developed a future business model considering the changing customer needs and to acquire new potential customer groups through providing additional services outside the core business
- Client: One of the world's largest investment companies, offering a large selection of low-cost mutual funds, ETFs & related services with currently about \$4.7 trillion in global assets under management

### **MLP AG, FRANKFURT AM MAIN, HE, GERMANY**

March – April 2015

#### **Financial Consulting Intern**

- Collaborated with a 10-member consultant team in the acquisition of new customers and the overall consulting process for financial services
- Designed and developed a business strategy, resulting in identifying new business groups for senior management and new target customer groups for the organization

### **HAHN AIR LINES GMBH, FRANKFURT AM MAIN, HE, GERMANY**

August 2013

#### **Corporate Treasury Management Intern**

- Conducted statistical analyses for the development of funds, hedging of bond-portfolios and interest rate risks, and of several countries resulting in the development of risk-optimized trading strategies for investing fiduciary assets

## **ADDITIONAL INFORMATION**

**Languages:** Fluent in English (IELTS Test Score: 8.0/9.0) and German

**Certificates:** Amplify Trading Certificate, GIMI Certificates, Google AdWords and Analytics Certification

**Technologies:** PC and MAC; MS Word, Excel (VBA), Power Point; R (Project for Statistical Computing)



### EDUCATION

<b>NORTHWESTERN UNIVERSITY, KELLOGG SCHOOL OF MANAGEMENT-HKUST</b> <b>Executive MBA</b> <ul style="list-style-type: none"><li>▪ High Pass average</li></ul>	2017 - 2018
<b>UNIVERSITY OF OXFORD, SAÏD BUSINESS SCHOOL,</b> <b>Postgraduate Diploma in Strategy and Innovation</b> <ul style="list-style-type: none"><li>▪ Distinction</li></ul>	2015 - 2016
<b>TEMPLE UNIVERSITY, FOX SCHOOL OF BUSINESS</b> <b>MSc Human Resource Management</b> <ul style="list-style-type: none"><li>▪ GPA 4.0/4.0</li></ul>	2013 - 2014
<b>UNIVERSITY OF NSW, AUSTRALIAN GRADUATE SCHOOL OF MANAGEMENT</b> <b>Graduate Certificate in Change Management</b> <ul style="list-style-type: none"><li>▪ Scholarship to Selective Leadership Course</li></ul>	2013 - 2014
<b>NORTHERN SYDNEY INSTITUTE OF TAFE</b> <b>Diploma in Human Resource Management</b> <ul style="list-style-type: none"><li>▪ Distinction</li></ul>	1999 - 2001

### PROFESSIONAL EXPERIENCE

<b>PEOPLEWAVE</b> , Singapore <b>Vice President, People &amp; Strategy</b>	June 2018 - Present
<b>INFOSYS CONSULTING</b> , Singapore <b>Senior HR Manager</b>	Jan 2017 - Mar 2018
<b>GROUPEM</b> , Singapore <b>HR &amp; Talent Director, APAC</b>	Jul 2015 - Dec 2016
<b>BHP BILLITON</b> , Singapore <b>Organizational Change Manager</b>	Aug 2014 - Jun 2015
<b>MERCER</b> , Singapore <b>Senior Consultant   Leadership &amp; Organisation Performance</b>	Jul 2013 - Jun 2014
<b>ROYAL BANK OF SCOTLAND</b> <b>Regional Head of Policy &amp; Governance, Asia   Group Talent, Singapore</b> <b>Head of Resourcing Services, Asia   HR Shared Services, Mumbai, India</b>	Jun 2009 - Feb 2013
<b>FRIENDSTER</b> , Manila, Philippines <b>HR Consultant   Organizational Development Specialist</b>	Apr 2009 - May 2009
<b>ROYAL BANK OF SCOTLAND</b> , Taipei, Taiwan <b>Project Manager, Taiwan &amp; Singapore   HRSS Program</b>	Jul 2008 - Feb 2009
<b>ST. GEORGE BANKING GROUP</b> , Sydney, Australia <b>People &amp; Performance Consultant</b>	Jul 2007 - Jun 2008
<b>INDEPENDENT HR CONSULTANT &amp; PROJECT MANAGER</b> , Sydney, Australia	Jan 2006 - Jun 2007
<b>PEOPLEADVANTAGE</b> , Sydney, Australia <b>People &amp; Performance Consultant</b>	Oct 2003 - Dec 2005
<b>DRAKE INTERNATIONAL</b> , Sydney, Australia <b>Senior Consultant   International Recruitment</b>	Jun 2001 - Oct 2003

### EDUCATION

**DUKE UNIVERSITY, MASTER OF ENGINEERING MANAGEMENT** 2017 – 2018

**Coursework – Marketing, Designing Customer Experiences, Commercializing Tech Innovations, Competitive Strategies, Management in High-Tech Industries, IP and Business Law**

- GPA – 3.9/4.0

**VIT UNIVERSITY (INDIA)** 2011 – 2015

**Bachelor of Technology, Electrical and Electronics Engineering**

- Designed and developed a linear motor based power converter and water agitator that prevented water from being stagnant to avoid mosquito breeding, the product was selected to be funded by VIT
- Elected as the Joint Secretary of VIT Dramatics Club for 2 years, organized and performed back-to-back shows, won at street play competitions and promoted the club membership from 30 to 289
- Participated in Model United Nations Conferences & won Honorary Mention Award in March 2014
- GPA: 3.9/4.0

### PROFESSIONAL EXPERIENCE

**TWISTEK CASE, USA** September 2017- December 2017

**Student Consultant**

- Consolidated market analysis for 4 potential markets, 2 new applications & go-to market strategy
- Improved business plan, conducted expert & customer interviews, and provided product evaluation

**IXL INNOVATION OLYMPICS, USA** October 2017 – December 2017

**Student Consultant**

- Examined the business concepts, processed market entry strategy for a B2B client in industrial sector
- Prioritized fields of play & implemented reverse engineering to develop an efficient business model

**DUKE INTERDISCIPLINARY SOCIAL INNOVATORS, USA** September 2017 - December 2017

**Project Innovator**

- Administered social media platforms for Art Therapy Institute, and raised engagement by 210%
- Assisted in financial planning, evaluated business plan, recommended strategy to streamline funds

**DELOITTE CONSULTING INDIA PVT. LTD., INDIA** August 2015 - June 2017

**Business Technology Analyst**

- Analyzed & developed 26 SAP-ERP objects for business modules such as Finance, Inventory & HR, while providing cross-functional support to solve complex business issues of the client from Transport Industry
- Reconstructed 24 HANA objects in technology transformation process coordinating with Deloitte Canada & US counterparts for the worldwide release
- Led organizing committee & hosted SAP Service Line Meet – 2016 which included 300 professionals

**INDIAN INSTITUTE OF TECHNOLOGY, INDIA** May 2014 - July 2014

**Virtual Lab Developer**

- Selected by the Indian National Academy of Engineering for the fellowship program at national level
- Designed 17 interactive JAVA applets for virtual lab to explain concepts of the electromagnetic field

### ADDITIONAL INFORMATION

**Languages:** Fluent in English and Hindi

**Awards:** 1 Applause & 3 Spot Awards for firm initiatives & innovative technical solutions to clients at Deloitte

**Volunteer experience:** Ummeed- Deloitte India, NGO Kranti, Junior Achievement, Desire Society - India

**Technologies:** PC and MAC; MS Word, Excel, Power Point, Access, Publisher, Project; SAP and ERP

Prepared weekly newsletters, organized 6 successful campaigns for Creative Communications Team at Duke

## **EDUCATION**

**UNIVERSITY OF LOUISVILLE, SCHOOL OF MEDICINE** 2005 – 2011

**Ph.D., Anatomical Sciences and Neurobiology**

- Integrated Programs in Biomedical Sciences Scholarship
- Society for Neuroscience Chapter Graduate Student Travel Award (20 from 150 chapters worldwide)
- GPA – 3.88/4.0 (top 5%)

**HUNAN NORMAL UNIVERSITY, COLLEGE OF LIFE SCIENCES** 1998 – 2005

**B.S., Life Sciences; M.S., Microbiology and Immunology**

- Due to performance in China National Biology Olympiad, recommended for both undergraduate and graduate education with the exemption of requirements of national entrance exams
- President of Undergraduate Student Association
- Hunan Province Outstanding College Student Award (1/10,000)
- GPA: B.S. – 3.8/4.0 (top 1%); M.S. – 3.7/4.0 (top 1%)

## **PROFESSIONAL EXPERIENCE**

**LUDWIG INSTITUTE (AT UNIVERSITY OF CALIFORNIA SAN DIEGO), USA** 2012 – Current

**Postdoctoral Researcher, Mentor: Don Cleveland (The laureate of 2018 Breakthrough Prize in Life Sciences with \$3M award, Member of National Academy of Sciences)**

- Developed a novel antisense oligonucleotide drug that will move into clinical trials in 2018 to treat the neurodegenerative disease ALS, working in conjunction with Ionis Pharmaceuticals
- Led a diverse team of 30+ employees from industry and academia to analyze the most common genetic cause of ALS, resulting in a patent and a paper published in the top neuroscience journal Neuron
- Received a \$100,000 award from ALS Association (ALSA) for translational research advancing ALS therapy (only 7 annual recipients worldwide)
- Won the ALSA Starter Grant for young scientists to become independent principle investigators and make breakthrough discoveries in the ALS field (only given to 7 scientists worldwide annually)

**BIOR'WRAPP (STARTUP FOR COMMERCIALIZING A BIOMATERIAL INNOVATION), USA** 2015 – Current  
**Co-Founder**

- Conducting market research and product design by interviewed 100+ key opinion leaders in the field
- Won the second-place prize in the 2015 San Diego TriNet Challenge, a business plan competition centered on the commercialization of environmentally focused technologies (1 of 27 teams)
- Procured first seed funding for prototype improvement within the highly competitive NSF Innovation Corps Entrepreneurship Training Program (1 of 16 teams)

**UNIVERSITY OF CALIFORNIA SAN DIEGO**

**Co-Founder - Innovation to Market course, Micro-MBA program** 2014 – 2015

- Conceptualized and co-led two novel business training programs. Initiated the partnership and designed classes with the Rady School of Management
- Organized classes of 350+ pre- and post-doctoral scholars and boosted their understanding of business and commercialization. Successfully incubated two high-tech startups

**ALLELE (A FAST GROWING LOCAL BIOTECH COMPANY), San Diego, CA** 2016 – Current  
**Consultant**

- Co-leading the development of a stem cell-based platform for drug screening and cell therapy. Increased workforce efficiency 100% by designing new SOPs and refining market strategy

**THE PHARMA PARTNERS (ADVISORY FIRM TARGETING CHINA'S HEALTHCARE INDUSTRY), USA** 2015  
**Analyst**

- Assisted six Chinese life science companies in communicating and collaborating with ten US biotech companies by performing market size assessment and technology evaluation

**Languages:** Fluent in English and Chinese; **Award:** 1st-place, L.E.K. Consulting Case Competition, 2017

**Volunteer experience:** Facilitating collaborations of pharmaceutical companies in the U.S. and China

### EDUCATION

**BRANDEIS UNIVERSITY** May 2018  
**Master of Arts in International Economics and Finance**

**BRANDEIS UNIVERSITY** May 2017  
**Bachelor of Arts in Economics, French and Francophone Studies, International and Global Studies**

**UNIVERSITE PARIS 1 PANTHEON-SORBONNE** September 2015 – January 2016  
**Economics**

**LEIDEN UNIVERSITY** June 2015 – July 2015  
**International Criminal Law**

### PROFESSIONAL EXPERIENCE

**SKELMET INC, Cambridge, MA** January 2016- Present  
**Intern**

- Conduct research on companies and market trend of wearable devices and 3D technology
- Propose potential design ideas in a startup team and contact target companies for further business

**BRANDEIS UNIVERSITY INSTITUTIONAL ADVANCEMENT, Waltham, MA** Oct 2014- Present  
**Student Outreach**

- Research data specific to individuals and companies and maintain communication with them for fundraising purposes
- Assist Leadership Gifts Officer with work related to the fundraising effort and prospect management
- Translated for University President in both private meetings and Brandeis events in Beijing, China

**MNM CONSULTING, Paris, France** June 2016 – August 2016  
**Consultant Intern** (working environment is French)

- Conducted research and analysis on purchasing information system and digital procurement solutions market
- Applied DKCP methods to seminars with clients to promote innovative management strategy
- Designed all Office templates and edited 'Graphic Design brochure' for MNM Consulting

**FINANCE INNOVATION, Paris, France** Sep 2015- Dec 2015  
**Intern** (working environment is French)

- Enhanced communication with potential partners and improved sales of white papers
- Researched finance industry and companies with Fintech business model
- Wrote and presented the research results to supervisor and professors

### ADDITIONAL INFORMATION

**Languages:** Fluent in English, Chinese and French  
**Awards:** Brandeis Industry Night Marketing Case Competition Award, 2016  
**Activities:** International Marketing Club (President), French and Francophone Club (President),  
Intercollegiate Business Convention (Campus Ambassador)  
**Technologies:** PC and MAC; MS Word, Excel, Power Point, Stata

## RAN XU (BETTY)

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### EDUCATION

**BRANDEIS UNIVERSITY** 2016 – 2018  
**Master of Arts in International Economics and Finance**  
World Leader Scholarship Recipient

**UNIVERSITY OF INTERNATIONAL BUSINESS AND ECONOMICS (UIBE)** 2012 – 2016  
**Bachelor of Economics, GPA 3.78**

- Relevant Courses: Corporate Finance, Mathematics for Finance, Financial Accounting, Derivatives, Investment Team Leader, Academic Project program Xi An, China 2014

**UNIVERSITY OF CALIFORNIA—BERKELEY(UCB)** 2015  
**Summer School, GPA 3.50**

- Relevant courses: International trade, International business

### PROFESSIONAL EXPERIENCE

**BOXFISH ENGLISH EDUCATION AND TECHNOLOGY CO., Beijing** April 2016- July 2016  
**Assistant, Operations Department**

- Analyzed operations data, such as weighting assessment of clients and information of users
- Trained interns in Microsoft Office
- Assisted in scheduling daily routine and in making meeting minutes
- Kept daily contact with clients and users

**MINMETALS INTERNATIONAL TRUST CO., LTD., Shanghai** November 2015 –February 2016  
**Assistant Manager, Business Department**

- Completed feasibility reports and risk assessment reports for four projects
- Participated in umbrella users' secondary liquidation program over \$30,000 and took charge of statement of income distribution, valuation table and investment advice
- Prepared for presentation of investment project
- Filed materials and contracts of 3 years for the company and submitted them to the operational department

**FORTUNE SECURITIES, FUWAI BRANCH, Beijing** June 2014 -August 2014  
**Teller in Business Department**

- Opened accounts for customers and got positive feedback for communication and relationship skills
- Assisted in sorting out customers' documents and researched stock market knowledge

**AIESEC OVERSEAS, GLOBAL NON-GOVERNMENT ORGANIZATION, Mauritius** July 2014 -August 2014  
**Volunteer**

- Wrote a planning book to negotiate for sponsorship and raised funds nearly \$1,500
- Organized global village activity and donated all earned money, \$300, to local people

**RED CROSS OF UIBE, Beijing** 2013 - 2014  
**Minister of Public Relations Department**

- Cooperated with Beijing University of Chinese Medicine to organize free clinics
- Planned and organized AIDS publicity week and appealed to more people to help AIDS patients
- Wrote project proposals to negotiate with companies to get sponsorship for projects and the Red Cross

### ADDITIONAL INFORMATION

**Computer Skills:** Microsoft Office suite, STATA, Bloomberg, VBA, Photoshop

**Certificates:** Passed SAC, National Computer Certificate II, Comprehensive Scholarship for three years

**Languages:** Fluent Chinese and English, basic Japanese

### **EDUCATION**

**KELLEY SCHOOL OF BUSINESS, INDIANA UNIVERSITY** May 2017  
**Master of Business Administration**

- Major: Business Analytics and Corporate Innovations

**RUTGERS BUSINESS SCHOOL, RUTGERS UNIVERSITY** May 2009  
**Bachelor of Science, Major: Finance**

- Dean's List, Vice President External - Lambda Phi Epsilon fraternity

### **PROFESSIONAL EXPERIENCE**

**PHOTON INFOTECH, New York** March 2015 – July 2015  
**Project Manager – Bayer Consumer Care**

- Led an offshore software engineering team of 15 to work with other cross functional teams in brand management, design and technology to migrate 25 legacy websites to the client framework
- Managed two offshore development teams to simultaneously implement seven projects generating over \$600,000 in revenue within a five month timespan
- Collaborated with clients and 3rd party design teams to develop a project management framework to decrease development and design time by average of 30%
- Awarded Delivery Star Award for delivering projects with a 4.9/5.0 customer satisfaction

**PHOTON INFOTECH, New York** March 2014 – March 2015  
**Program Manager - JPMorgan Chase**

- Proposed and implemented an internal on-boarding and asset management web application to decrease new consultant idle time by an average of 2 weeks
- Supervised a 16 member team to implement a dashboard solution to help executives evaluate project performance and development teams to identify performance gaps
- Expanded Digital Department dashboard project for use by multiple business segments
- Increased client portfolio revenue by \$160,000 a month through innovative project proposals and successful project implementations
- Promoted from Account Manager to Program Manager within five months of working with client by successfully implementing projects that increased the client portfolio by 700%

**LIBERTY MUTUAL INSURANCE COMPANY, Somerset, NJ** July 2009 – September 2013  
**Property Loss Specialist III, College Hire Rotational Program**

- Built and managed relationships with more than 50 new customers per month
- Identified gaps in the claims handling process and made process improvement suggestions to improve customer satisfaction by 20%
- Managed Liberty Mutual contractors and vendors to control expenses – standardized selected expenses to reduce overall expenses by 15%-20%
- Awarded Claims Champion Award for handling claims during Hurricane Sandy in NJ
- Coordinated claim settlement process with public adjusters, contractors, vendors and customers – receiving an average customer satisfaction score of 4.5/5.0

### **ADDITIONAL INFORMATION**

**Certifications:** Global Innovation Management Institute Master Level Certification

**Awards:** 2nd Place Winner in 2015 IXL Center Innovation Olympics Case Competition

### EDUCATION

- HULT INTERNATIONAL BUSINESS SCHOOL | BOSTON, MA** 2017 – 2018  
**Master of Business Administration**
- Global Campus Rotation Program: London and Dubai
  - Hult Global Ambassador, Boston Campus
- HULT INTERNATIONAL BUSINESS SCHOOL | SAN FRANCISCO, CA** 2018 – 2019  
**Master of Business Analytics**
- Co-founder, Hult Boston Analytics Club
- MBP/COPPE/UFRJ | RIO DE JANEIRO, RJ** 2014 – 2015  
**Master of Oil & Gas**
- Thesis: “The Industry of Oil and Gas and the Challenges of the Asset Integrity Management”
- PONTIFICAL CATHOLIC UNIVERSITY OF RIO DE JANEIRO (PUC-RIO) | RIO DE JANEIRO, RJ** 2006 – 2011  
**Bachelor in Electrical Engineering (BEng)**

### PROFESSIONAL EXPERIENCE

- TECHNIPFMC – BRAZIL** 2015- 2017  
**LOF Engineering and R&D Coordinator.**
- Managed relationships with 8+ clients in 10+ projects, each worth more than USD 2M.
  - Led team in regions for Latin America, North America, Europe and Asia.
  - Oversaw project management, QHSE, operations, logistics, scheduling and supply chain.
  - Controlled financial management involving cost control, risk analysis, and project budget.
  - Recognized for R&D experience including artificial intelligence, machine learning, data management, and business analytics, applied on engineering projects to boost efficiency and further reduce costs.
  - Developed Flexible Riser Integrity Monitoring Systems, Wax Detection Systems, Hydrates Depressurization Systems for X-trees, Fixed Platforms Dynamic Effects Identification Systems, etc.
- CYBERNETIX DO BRASIL / TECHNIP GROUP – BRAZIL** 2012 – 2015  
**Lead Project Engineer**
- Led 17+ on-site services to customers including Petrobras, Shell, Statoil, in configuring, installing, commissioning, testing, and operating subsea inspection and monitoring systems.
  - Developed customer-oriented projects in engineering, sales and after sales departments.
  - Coordinated 6+ services within company and with subcontractors: engineering, procurement, expediting, operations and installation, commissioning and training services.
  - Achieved internal and external project milestones by monitoring, anticipating possible issues, and proposing corrective actions to ensure successful completion of projects.
- CPTI (CENTER FOR RESEARCH ON INSPECTION TECHNOLOGY) | PUC-RIO – BRAZIL** 2008 – 2012  
**Instrumentation Technician**
- Developed new technologies such as Instrumented Pigs (Filler, MFL, Ultrasonic), Hybrid ROVs, Riser Vertical Inspection Tool, Scanners and Optical systems to the Brazilian O&G market.
  - Maintained and handled operation of subsea systems - robots, ROVs, AUVs, actuators.

### ADDITIONAL INFORMATION

**Languages:** Portuguese (native), English (fluent), French (proficient), Spanish (basic)  
**International Experience:** France, China, Italy, United Arab Emirates, USA, Mexico, Argentina, Chile  
**Technologies:** Advanced Excel, Word, PowerPoint; MS Project; C and C++; HTML; Python  
**Certifications:** PMP® (Project Management Professional) ongoing  
**Interests:** Running, traveling, music, theater, TEDx events, startups and social entrepreneurship



### EDUCATION

- HULT INTERNATIONAL BUSINESS SCHOOL | BOSTON, MA** 2017 – 2018  
**Master of Business Administration**
- Global Campus Rotation Program: London and Dubai
  - Hult Global Ambassador, Boston Campus
- HULT INTERNATIONAL BUSINESS SCHOOL | SAN FRANCISCO, CA** 2018 – 2019  
**Master of Business Analytics**
- Co-founder, Hult Boston Analytics Club
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**Bachelor in Electrical Engineering (BEng)**

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**International Experience:** France, China, Italy, United Arab Emirates, USA, Mexico, Argentina, Chile  
**Technologies:** Advanced Excel, Word, PowerPoint; MS Project; C and C++; HTML; Python  
**Certifications:** PMP® (Project Management Professional) ongoing  
**Interests:** Running, traveling, music, theater, TEDx events, startups and social entrepreneurship

## EDUCATION

### DUKE UNIVERSITY

Aug 2016- Dec 2017

#### **Masters in Engineering Management** GPA: 3.57/ 4.00

- GRE Score: 322/340; Quantitative - 95th Percentile, Analytical Writing – 94th Percentile
- Award: 2nd position, Deloitte consulting case competition 2016

### SRM University

Class of 2016

#### **Bachelors of Technology in Computer Science and Engineering** GPA: 3.81/4.00 (Top 5%)

- University National Entrance Exam Rank: 1248 / 220,000 (99.7th Percentile in Physics)
- Scholarship (2012 -2013) : Merit based - \$6000, awarded to top 1% of applicants
- Research publication: “Crypto currency Mining – Transition to Cloud”, Thomson Reuters

## PROFESSIONAL EXPERIENCE

### DUKE ANGEL NETWORK, Durham, NC

Nov 2016 - Present

#### **Associate Fellow, Hi-tech & Healthcare Practice**

- Evaluating expansion stage investments for 2 firms with \$5.3M combined funding requirement
- Conducting market, competitive, regulatory, intellectual property and technological due diligence, preparing investment memoranda and building consensus for HNWI investment committee approval

### ATHENA, Durham, NC

Dec 2016 - Present

- Co-founded an early stage start-up to create informal sport training platform similar to Uber for taxi
- Raised \$5000 in crowd-funding; selected among top 15 (of 180) business plans at Duke startup challenge

### IXL CENTER, Durham, NC

Oct 2016 – January 2017

#### **Associate Consultant Intern**

- Developed growth strategy to for a \$7B Metal Corp. and generate 15% ROC by FY'20
- Evaluated potential capital projects to determine key metrics - cash flows, payback period, NPV, ROI

### TATA CONSULTANCY SERVICES (\$19B REVENUE), Hyderabad, India

May 2015 - July 2015

#### **Technology analyst intern**

- Developed online digital gateway aimed at electronic delivery of Govt. services to 80M population
- Identified and eliminated root cause of cyclical service disruption saving nearly \$30,000/hr downtime cost
- Created a 5 year forecast model of required FTE to improve employee utilization from 40% to 75%

### BHARAT SEARCH ENGINE, Chennai, India

June 2014 – Dec

2015

- Raised \$55,000 from Govt. of India to develop a unique cluster based search engine
- Created 5-member marketing department and personally conducted interviews with 60 potential users. Captured 45% (22K) higher traffic by improving UX through statistical analysis of 3500 survey responses

### HEWLETT PACKARD ENTERPRISE SERVICES, Hyderabad, India

May 2014- July 2014

#### **Summer Industrial Trainee**

- Led 4 junior interns to develop portable voting system for Election Commission to cover remote regions. Received “Best Intern Award” for designing architecture with 30% higher efficiency vs. existing system

## ADDITIONAL INFORMATION

**Technical:** MS Excel, R Programming, SQL and Tableau

**Equestrian:** Trained colts and yearlings for 6 years, finished 3rd out of 75 in 11 hrs endurance race

## SATISH B SUBRAMANYAM

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### EDUCATION

#### DUKE UNIVERSITY

Dec 2017

##### Masters of Engineering Management (MEM)

- Coursework: Marketing, Finance, Operations, Competitive Strategies, Project Management
- GPA: 3.67 /4.00

#### VISVESVARAYA TECHNOLOGICAL UNIVERSITY (VTU)

July 2009-2013

##### Bachelors of Engineering in Electronics & Communication

- (Rank: 2/155) GPA: 4.00/4.00

### PROFESSIONAL EXPERIENCE

#### ATHENA Raleigh-Durham, NC, USA

Oct 2016- Present

##### Co-founder, Product Strategist & Manager

- \$50,000 Duke Startup Challenge Top-15 entrant. A Global Peer-to-Peer skill-sharing ecosystem in sports.
- Planned product development, Strategized user retention and growth and raised \$5000 on Indiegogo campaign.

#### IXL INNOVATION CENTRE, USA

Oct 2016- Jan 2017

##### Student Innovation Consultant Intern, ,

- Part of the runner-up team to develop adjacency strategy and generate 15% ROC by FY19 for a \$7 Bn Metal Co. Identified Fields of Play, developed business concepts and presented go-to-market strategy to the CEO

#### IBM GLOBAL BUSINESS SERVICES, Bangalore, KA, India

Aug 2015 – Apr 2016

##### Interim Project Manager

- Successfully managed a cross-functional team to implement OSS/BSS systems for supporting AT&T Technical
- Services' as part of a \$4.3 Billion Defense Information System Agency's (DISA) contract to ATT.
- Lead daily scrum meetings, sprint planning and retrospective meetings; release planning and code reviews.
- Managed Stakeholders, scoped and elicited functional requirements, set budgets and implementation timelines

#### Business Systems Analyst, Bangalore, KA, India

Jan 2015 – Aug 2015

- Performed 3 roles- Data Architecting, Business Process/UML Modeling and end-to-end Systems Engineering for translating the stakeholders' business needs into technical requirements.
- Developed Business Use case scenarios and complex Business Process flows for the 'To-be' states.
- Liaised with developers, UX experts and principal engineers to build an e-commerce system through all phases; analysis, design, coding, testing and deployment.

#### ERP Consultant, Bangalore, India

Apr 2014 – Dec 2014

- Implemented middleware for integrating geographically disparate legacy and non-SAP systems with ECC systems.
- Developed Java Mapping UDFs, configured adapters and performed runtime analysis of ERP systems.

#### LSI CORPORATION (INTEL), Bangalore, India

Apr - Nov 2013

##### Product designer

- Built robust reusable test benches for complex Peripheral systems for the network processor market targeting the enterprise and wireless network hardware. Intel bought our division (2014) to grow in the LTE market.

### ADDITIONAL INFORMATION

**Business Tools:** MS Visio/Excel, Casewise Corporate Modeler, Rational Software Architect (RSA), ReqPro.

**Programming Languages:** R, C/C++ basics, VHDL/Verilog/System Verilog, ALP, SQL basics, Perl.

### **EDUCATION**

**ESADE BUSINESS SCHOOL, RAMON LLULL UNIVERSITY, Spain**

2015 – 2017

**Full-time MBA program**

- Concentration in Entrepreneurship and Finance.
- Director for Healthcare, Net Impact Club: organized campus events, fostered professional contacts for club members interested in careers in healthcare, sustainability and economic development.
- Diversity Scholarship, GPA 8.5/10.0 (estimated).
- 2016 exchange term at HEC Paris, France; Finance Specialization (GPA 3.75/4.00).

**AMERICAN UNIVERSITY IN BULGARIA, Bulgaria**

2004 – 2008

**Bachelor of Arts in Economics and Political Science & International Relations**

- Leadership: Student Representative to the University Board of Trustees (2007-2008, elected), Student Representative to the University Accreditation Committee (2006-2007).
- Awards & Honors: Class of 2008 Presidential Medalist – awarded to one graduating Senior demonstrating excellent academic record and commitment to public service and Liberal Arts education, Economics department honors, Open Society Institute full undergraduate scholarship.
- GPA 3.87/4.00, *magna cum laude*.

### **PROFESSIONAL EXPERIENCE**

**INTERNATIONAL FINANCE CORPORATION, WORLD BANK GROUP**

June 2008-present

**Consultant, investment analyst**

- Led teams and multiple work streams in financial and legal structuring of Public-Private Partnership and project finance transactions for public-sector clients in Eastern Europe, Central Asia and Africa.
- Devised strategy for and spearheaded new business development, conducted market analyses and deal screenings, developed and monitored project budgets of up to US\$ 3-5MM.
- Modelled alternative financial structures, defended strategic options before senior IFC management and high-ranking state officials, assisted in all aspects of international tendering.

**IXL CENTER FOR INNOVATION, EXCELLENCE AND LEADERSHIP**

October 2017-December 2017

**Innovation and strategy consultant**

- Identified strategic areas for IoT integration and developed business case for a US kitchen appliance manufacturer aiming to become industry leader and to close growth gap of US\$ 300M by 2023.

**CLUSTER COMPETITIVENESS GROUP**

July 2016-October 2016

**Strategy and policy consultant**

- Prepared service proposal for a €2.6M economic cluster policy development project in Kazakhstan, contributing to firm's inclusion in bidding short list from among 17 competitors.
- Advised Partners on market entry strategy, assisted with build-up of strong local team leveraging professional network

**WHITEHILL PVT LTD**

July 2016-August 2016

**Intern**

- Finalized feasibility report for a US\$ 200M broadband connectivity project in Kazakhstan, bringing in US\$ 70K in fees. Advised partners on local regulatory regime for investment deal structuring.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Russian, intermediate knowledge of Spanish, Bulgarian and Kazakh

**Awards:** Regional Finalist, Hult Prize start-up accelerator challenge (London, 2016)

**Volunteer experience:** Academic coach (2010-2012), ARC Earthquake Awareness project (2010-2011)

**Technologies:** PC and MAC; MS Word, Excel, Power Point; Macromedia Director MX, Flash; STATA

## EDUCATION

<b>STANFORD UNIVERSITY</b> <b>Ph.D. in Geophysics</b> <b>M.S. in Geophysics</b> <ul style="list-style-type: none"><li>▪ Advisor: Prof. Mark D. Zoback</li><li>▪ Relevant Coursework: Reservoir Geomechanics, Unconventional Reservoir Geomechanics, Elasticity and Inelasticity, Mechanics and Finite Elements, Petroleum Geology and Exploration, Reflection Seismology, Reflection Seismology, Interpretation, Tectonophysics, Reservoir Simulation</li></ul>	2013 – 2018
<b>PEKING UNIVERSITY</b> <b>B.S. in Physics</b>	2009– 2013

## PROFESSIONAL EXPERIENCE

### PREDICTING VERTICAL HYDRAULIC FRACTURE

#### Propagation Using a Viscoplastic Stress Relaxation Model

- Analyzing stress variations and mineral compositions with depth in Permian Basin and Piceance Basin, observing high frac gradients in shale formations and low frac gradients in sandstone formations, examining the microseismic data and find the formations with high least principal stress tend to be frac barriers
- Conducting creep experiments on shale samples, obtaining constitutive parameters of a time dependent power law that quantifies the creep deformation, developing a one dimensional viscoplastic stress relaxation model from the time dependent power law to predict least principal stress in normal faulting environments
- Extending the time dependent power law to three dimensional, potentially being applied into formations in strike-slip and reverse faulting environments, and simulating the evolution of three principal stresses with time using Abaqus for a stacked pay with different degree of viscoplasticity at different depths

### IN SITU STRESS ANALYSIS

#### Research

- Estimating pore pressure from DFITs, sonic logs, and seismic reflection data
- Integrating overburden stress from density logs
- Constructing stress polygon based on frictional equilibrium theory
- Interpreting drilling induced tensile fractures, wellbore breakouts, natural fractures and large faults from image logs
- Picking minimum horizontal principal stress from DFITs
- Constraining maximum principal stress using observations of drilling induced tensile fractures and wellbore breakouts

## ADDITIONAL INFORMATION

#### Publications:

- **Xu, S.** and Zoback, M. D., *A Viscoplastic Stress Relaxation Model for Predicting Variations of the Least Principal Stress With Depth in Unconventional Reservoirs*, AAPG 2016 Annual Convention & Exhibition, #90259, Calgary, AB, 19 - 22 June, 2016
- **Xu, S.** and Zoback, M. D., *Analysis of Stress Variations with depth in the Permian Basin Spraberry/Dean/Wolfcamp Shale*, 49th US Rock Mechanics / Geomechanics Symposium, ARMA-2015-189, San Francisco, CA, 28 June - 1 July, 2015

**Computer:** Matlab, Abaqus, GMI

**Laboratory:** Triaxial rock mechanics test, Pulse decay permeability test

### **EDUCATION**

**THE UNIVERSITY OF TEXAS AT DALLAS, NAVEEN JINDAL SCHOOL OF MANAGEMENT** **2017 – 2019**  
**M.S Management Science**

Specialization: Project Management and Business Analysis and Consulting  
Certified in Level 1 and Level 2 in Innovation Management accredited by GIMI

**B.M.S College of Engineering** **2011 – 2015**  
**B.E., Telecommunication Engineering**

### **PROFESSIONAL EXPERIENCE**

**CAREER CENTER, UT DALLAS** **August 2018 – Present**  
**Student Worker, Employer Relations Team**

- Assisted employer job board accounts based on university and NACE standards
- Facilitated in the development of surveys and produced initial results for employer information sessions, site visits, career forums and other employer programs
- Promoted and presented UT Dallas to employers to engage and recruit students on campus

**IXL CENTER, USA** **April 2018 – June 2018**  
**Business Strategy Consultant Intern**

- Developed a business model and commercialization strategy for a client in Brazil by analyzing key market segments and competitive environment to penetrate USA market.
- Conducted primary research and designed a robust business model with an effective pricing model
- Identified 80 idea fragments consolidated in 5 field of plays, generated 5 new business concepts and delivering a multi-faceted business case.

**ENACTUS UT DALLAS, USA** **October 2017 – Present**  
**Secretary, Volunteer**

- Supervised 3 projects to empower the community socially, economically and environmentally
- Applied project management lifecycle to deliver and represent UT Dallas projects at the Enactus Regional Competition 2018, Dallas. Recipient of 100 hours of Enactus Service Leadership Award.

**CLICK N SHIP, UT Dallas** **January 2018 –May 2018**

#### **Academic Project**

- Defined and documented complete business requirements using PLM methodology from business team.
- Prioritized business problems analyzed competitor's strategy and designed a hybrid pricing strategy.

**TATA CONSULTANCY SERVICES, Bangalore, INDIA** **July 2015 – August 2017**

#### **HR Business Analyst**

- Provided valuable insights to 800 potential job-seekers in finding the right role within the function.
- Staffed for critical requirements for clients in Telecommunication, Healthcare and Gov. sectors
- Accomplished 100% revenue growth by fulfilling the new requirements under the CMI NA segment.
- Resolved and negotiated several policies to increase resource management and increased revenue for a function.
- Analyzed the attrition and retention for prolific growth of 3 business units for Bangalore and created workforce plans.
- Partnered with all levels of management and cross-departmental staff to implement staffing plans.

### **ADDITIONAL INFORMATION**

**Affiliations:** SLAB (Student Leadership Advisory Board), The Research Club(Officer), INFORMS, ENVISION

**Technologies:** MS Excel, MS Project, MS Office, MS Access, Tableau, SQL, Python

**Certifications:** Student Leadership Challenge, Google Analytics IQ, Business Analysis Foundations (PMI), Strategic Foundations(PMI)



**SHELLY (XIAOJIA) ZHANG**

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**EDUCATION**

**GEORGIA INSTITUTE OF TECHNOLOGY**

2015 - 2018 (expected)

**Ph.D., Civil Engineering, 30 Second Thesis**

- Full tuition waiver and stipend
- Leadership: Persuaded 3 professors across 3 different fields and initiated a multi-disciplinary research collaboration; Planned and executed 6 research lab recruitments for prospective students
- Communication: Invited to 5 universities (e.g., Stanford University) to give 9 seminars; Presented 7 findings at 5 conferences; Published/Submitted 5 first-authored papers in (top 5%) journals
- GPA: 3.62 /4.0 (2 courses and 2 seminars)

**UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN (UIUC)**

2008 – 2015

**B.S., M.S., Civil Engineering**

- Computational Science and Engineering Diploma; Completed an undergraduate minor in Business
- Leadership: Co-founder (2013-2014) and Advisor (2013-2015) of Chinese Engineering Student Association; Led a team of 10 peers to demonstrate chemistry experiments to 50+ elementary school student (2009); Assisted in organizing an Origami workshop and invited expertise around the world for research collaboration: <http://paulino.ce.gatech.edu/origami2014.html> (2014)
- Awards & Honors: Graduated with honor (2012); Dean's Honor List (ranked in top 20%, 2008-2015); James Scholar (2008-2012); Awardee of Leadership Certificate Program (2014)
- GPA: B.S. – 3.61/4.0 (43 courses); Business Minor – 4.0/4.0 (6 courses); M.S. – 3.79/4.0 (13 courses)

**PROFESSIONAL EXPERIENCE**

**COMPUTATIONAL MECHANICS LAB, Atlanta, GA**

January 2016- Present

**Student Supervisor**

- Overseeing and managing a research lab of 15 people (11 students, 2 postdocs, 2 visiting scholars)
- Trained and led three teams of lab members to present research findings at conferences: (1) Team of 13 in Nashville, TN; (2) team of 5 in Rio de Janeiro, Brazil, (3) team of 8 in Atlanta, GA, which resulted in 2 new workshops, 3 invitations to give seminars, and 4 new collaborations with other institutes
- Organized 1 workshop, 6 rehearsal sessions, 4 discussion panels to improve communication skills

**SKIDMORE, OWINGS & MERRILL LLP (SOM), Chicago, IL**

July 2014 – August 2014

**Structural Engineer Intern**

- Proposed two design solutions using optimization in an international high-rise design competition; resulted in winning the competition and signing the contract to design and construct the building
- Designed an efficient (gravity) structural system for a 101-floor high-rise that saved 21% of steel usage

**ENGINEERING IT SHARED SERVICES, Urbana, IL**

August 2010 – May 2013

**Engineering IT Student Consultant**

- Served and assisted 10,000+ students and 1,100+ faculties and provided solutions to personal computers, hardware, software, data storage, and information security related issues
- Supervised and maintained 1,400+ workstations in 17 instructional labs

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Chinese

**Awards:** Awarded "teachers ranked as excellent by their students", Center for Teaching Excellence, 2016

**Consulting experience:** Competing in 2017 IXL Innovation Olympics - Consulting Case Competition

**Affiliations:** Georgia Tech PhD2Consulting Club; Society of Women Engineers; Chi Epsilon National Civil Engineering Honor Society

**Technologies:** PC and MAC; MS Word, Excel, PowerPoint; SAP 2000, Etabs, AutoCAD, Inventor; MATLAB, PYTHON, C, C++, ABAQUS, PATRAN; Adobe Dreamweaver



### **EDUCATION**

- Hult International Business SCHOOL (IBS), Cambridge, MA, US** 2015 – 2016  
**Global Master of Business Administration**
- Outstanding scholarship award
  - GPA – 3.6/4.0 (35 courses)
- UNIVERSITY OF Chinese Academic of Science, Beijing, China** 2001 – 2007  
**Ph.D., Biochemistry**
- Awards & Honors: Graduated with 'High Distinction' (2007); Full tuition scholarship and stipend (2001-2007) ; Ph.D. – 3.6/4.0 (18 courses)
- ShannXi Normal UNIVERSITY, Xi'an, China** 1997 – 2001  
**B.S., Biology**
- Completed an undergraduate major for a Bachelor of Arts in Biology;
  - GPA: B.S. – 3.6/4.0 (48 courses);
  - Outstanding graduate with excellent academic performance

### **PROFESSIONAL EXPERIENCE**

- BRIGHAM & WOMEN'S HOSPITAL, HARVARD UNIVERSITY, USA** Oct 2010- Oct 2014  
**Research Fellow**
- Identifying developed 5 translational medical research projects of ovarian cancer biomarker discovery as part of a multi-million dollar grant from the National Institutes of Health
- UNIVERSITY OF ILLINOIS, USA** Sept 2008- Oct 2010  
**Research Fellow**
- using protein kinase biosensor (FRET) for dynamic kinases signaling propagation analysis, discovery potential clinical therapy target for inflammatory heart disease.
- HULT IBS, USA** Jan 2017 - Present  
**MBA teaching assistant**
- Classes: Project Management & Operation Management
- GLINDA BIOSCIENCE, LLC. Cambridge, US** Nov 2014 - Sep 2015  
**Business Development Manager**
- Developing a business model and commercialization strategy for a Cambridge-based biotech startup by analyzing key market segments and competitive landscape including barriers to entry
  - Business development & licensing established collaboration relationship with hospital and companies; Setup pre-clinical R&D, medical device manufacture PM regulatory;
  - Funding Raising negotiation with venture capital.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and native in Chinese  
**Awards:** Awarded entrepreneurial competition men of the year, 2016  
**Affiliations:** ACLU (Consultant); AACR; Project Management Institute (PMI);  
**Technologies:** PC and MAC; MS Word, Excel, Power Point, Access, Publisher, Project; SAP and ERP  
**Research Achievement Profile:** [https://www.researchgate.net/profile/Shubai\\_Liu](https://www.researchgate.net/profile/Shubai_Liu)  
Published 34 peer reviewed scientific research papers, 15 papers as the first author, in world top scientific journals, including **Gut, PNAS and Nature Communication, Clin Cancer Res** etc.  
**Certifications:** MBTN market data analytics; HubSpot inbound marketing; Management Consulting Institute (MCI) Certificate Level 1/2, GIMI Level 1 and 2 certified as innovation professional (2016); PMI-Certified Project Management Professional (PMP), 2013; Scrum Master (CSM) with Agile Project Management, 2014

### EDUCATION

<b>HULT INTERNATIONAL BUSINESS SCHOOL</b> <b>Master of Business Administration</b>	2017 – 2018
<b>COLUMBIA UNIVERSITY   EDX</b> <b>Professional Certificate Program – Corporate Finance</b>	2017 – 2018
<b>FEDERAL UNIVERSITY OF BAHIA</b> <b>B.S. Civil Engineering</b>	2006 – 2010

### PROFESSIONAL EXPERIENCE

**BRASKEM S.A., BRAZIL** January 2016- July 2017  
*The largest petrochemical company in the Americas and the world's leading biopolymer producer, employing over 8,000 members worldwide (Brazil, Mexico, USA and Europe) and with gross revenue of USD 17B in 2016.*

#### **Procurement Analyst**

- Negotiated and closed 2 contracts of USD 85.6M resulting in cost reduction of 8% and savings of USD 7.2M.
- Controlled Services Agreements totaling USD 88M.
- Conducted market research developing one new company to build new partnership.
- Developed knowledge in areas of legal and financial, gaining essential skills to analyze agreements.

**ODEBRECHT REALIZACOES IMOBILIARIAS S.A., BRAZIL** February 2011 – December 2015  
*Company in the Brazilian real estate market, building residential luxury condos and business complexes with focus on client's satisfaction and part of the Odebrecht Group.*

#### **Team Lead, Procurement and Logistics**

February 2012 – December 2015

- Managed outsourced companies and suppliers for construction of a corporate building totaling USD 159M.
- Elaborated 48 measurement reports to the clients and documents required to bill completed services.
- Supervised logistics team of 14 people, designed to distribute construction materials for entire site according to planning.
- Led a procurement team of 3 people to conduct competitive analysis and contract dealing.
- Mentored 3 interns across multiple tasks; 2 were promoted within 1 year.

#### **Civil Engineering**

February 2011 - January 2012

- Reviewed construction budget of USD 159M, adjusting list of activities and quantities, according to planning.
- Collaborated in creation of executive planning of construction, focused on establishing resources and deadlines.
- Performed critical analysis of engineering projects required to start construction and realized engineering studies to develop 2 technical solutions for more economic and faster results, saving USD 2.5M.

### ADDITIONAL INFORMATION

**Languages:** Portuguese (native), English (proficient) and Spanish (advanced)  
**Technologies:** PC and MAC; MS Word, Excel, Power Point, Project; SAP and ERP  
**Certification:** Innovation Management Level 2: Innovation Master (GIMI)

### EDUCATION

**DUKE UNIVERSITY, MASTER OF ENVIRONMENTAL MANAGEMENT, NICHOLAS SCHOOL** May 2017  
**Environmental Economics and Policy**, Durham NC  
Award: Nicholas School of the Environment Merit Scholarship - GPA: 3.40/4.00 (18 courses)

**GEORGE MASON UNIVERSITY**  
**Bachelor of Science in Economics**, Fairfax, VA August, 2014  
Award: Dean's list Scholar, Graduate with distinction - GPA: 3.80/4.00 (21 courses)

**BEIJING JIAOTONG UNIVERSITY**  
**Bachelor of Business Administration**, Beijing, China June, 2014  
**Study Abroad: Trip to Post-Communism Countries** Berlin, Budapest, Sarajevo, Belgrade January 2014

### PROFESSIONAL EXPERIENCE

**DUKE UNIVERSITY** July - Present 2016  
**Master Project Analyst**, Durham, NC  
·Led the team to conduct surveys and collected 32 sample data from Mexican households and won the first prize in Duke Kunshan University Case study competition  
·Built energy model to predict the future energy household consumption and demand side of electricity in Mexico

**SUSTAINABLE BLUE ECONOMY PROJECT FOR WORLD BANK** January-Present 2016  
**Student Consultant**, Durham, NC  
·Wrote journal article for Caribbean report to be published on Journal of Ocean and Coastal Economics  
·Prepared report on the state of the Caribbean's and South Asian countries' blue economy development  
·Researched on Ecotourism status in Caribbean countries, part of results published on the released report

**NATURAL RESOURCE DEFENSE COUNCIL** June-August 2016  
**Ocean Intern**, San Francisco Bay Area, California  
·Analyzed and report to director the current trade trend on shark fin and ray plate in the world for advocating in CITES and prepared factsheet on Huntington beach desalination project to educate locals  
·Conducted research on marine plastic debris project in China seashore, results employed by partnered consultant

**HSBC** April - May 2015  
**Retail Banking Intern**, Beijing, China  
·Improved the quality of customer services based on customer feedbacks  
·Analyzed sales performance for different regions, including Beijing, Shanghai, and Qingdao  
·Reviewed loan services to individuals and small corporations, completed HSBC internal online training

**POWER CHINA** October- December 2014  
**Project Management Intern**, Beijing, China  
·Translated documents and contacted with partners abroad in international railway bidding  
·Filed commercial documents with respect to Qinglian Railway and Wuhan Subway bidding  
·Edited the website, checked contracts and polished pictures using Photoshop

### ADDITIONAL INFORMATION

**Computer:** Proficient in Microsoft Office Suite, Photoshop, Premier, Final Cut, STATA, Python, Tableau, NVivo  
**Language:** Fluent in Mandarin and English, basic knowledge of Spanish and German  
**Volunteer Experience:** World Wide Opportunities on Organic Farms in Nepal  
**Affiliations:** APD Consulting Club member

### **EDUCATION**

**UNIVERSITY OF CALGARY, M.B.A, HASKAYNE SCHOOL OF BUSINESS** 2017 – 2019  
**Entrepreneurship & Innovation**

- GPA – 3.8/4.0 (estimated; 13 courses)
- Winning team in Spring 2018 IXL innovation Olympics

**UNIVERSITY OF KERALA, B. TECH** 1996 – 2000  
**Electronics & Communication Engineering**

- Completed an undergraduate with first class.

### **PROFESSIONAL EXPERIENCE**

**RAFFLEWISE, CANADA** October 2017- Present  
**CEO & Founding Partner**

- Responsible for day to day operations and strategic direction of the company.
- Ensure the success of the corporation while meeting growth targets.

**CANADIAN IMPERIAL BANK OF COMMERCE (CIBC), CANADA** August 2016 – May 2018  
**Technical Lead/Consultant** November 2009 – February 2015\*

- Lead medium to big IT projects. This includes leading a team of developers and ensuring IT projects are delivered on time within budget.
- Make decisions with respect to application solutions or technology resulting in a fiscal impact to the project.
- Mentor staff and peers to support knowledge transfer and development of capabilities.

**CANADIAN IMPERIAL BANK OF COMMERCE (CIBC), CANADA** February 2015 – Jul 2015  
**Senior Manager, Application Services**

- People management of development and support staff of several IT applications.
- Responsible for the stability and reliability of software applications used at the bank.

**TECH MAHINDRA, CANADA** September 2002 – October 2009  
**Onsite Coordinator/Manager**

- Worked at the client site to as a representative of the consulting firm coordinating the work done by a co-located team of 15 developers.
- Managed a team of team leads, which included activities such as completing performance reviews for direct reports, addressing their concerns, mentoring, etc.

**TECH MAHINDRA, INDIA** September 2000 – September 2002  
**Software Engineer**

- Worked as software developer designing, coding, and testing of software.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English, Hindi, and Malayalam

**Certifications:** Project Management Professional (PMP), Innovation Associate (Level 1 & 2), Oracle Database SQL Certified Expert

**Technologies:** MS Office, MS Project, Mainframe technologies (COBOL, JCL, IMS DB/DC, etc.), Java, .Net, Oracle, DB2.

\* worked as a contractor through my own company.

### EDUCATION

**EMORY UNIVERSITY, PhD (NEUROSCIENCE), GDBBS** 2010 – 2017

**The interaction of anxiety in an animal model of autism**

- 2 First author, 1 second author publication
- Full tuition scholarship and stipend
- GPA – 3.66/4.00
- Teaching assistant for NS course and undergraduate mentor

**ALLEGHENY COLLEGE** 2001 – 2005

**B.S., Neuroscience and Psychology**

- Completed an undergraduate double major for a Bachelor of Science in Neuroscience and Psychology
- Awards & Honors: Trustee Scholarship (\$10,000/year), Alden Scholar
- GPA: Major: 3.62/4.0; Overall GPA: 3.15/4.00

### LEADERSHIP EXPERIENCE

**COMMUNITY CONSULTING TEAM, Atlanta, GA** 2016 - Present

**Volunteer Consultant**

- Consulted for Atlanta area non-profits looking to expand fundraising and reorganize their board
- Conducted interviews and analysis to reorganize board and direct recruitment of new members
- Built a database of 50+ Atlanta Law firms and contacts to tap for future fundraising events

**EMORY ADVANCED DEGREE CONSULTING CLUB (AT EMORY UNIVERSITY), Atlanta, GA** 2016 - 2017

**Treasurer**

- Organized a networking event with 40+ students, post docs, and alumni consultants
- Ran a weekly case interview workshop attended by 5-10 Emory students and post docs
- Managed a budget of \$1,250 to put on events, promote consulting, and purchase case prep material

**EMORY SPOKES COUNCIL (AT EMORY UNIVERSITY), Atlanta, GA** 2014 - Present

**Treasurer and Cofounder**

- Increased ridership at ESC events from average of 5 bikers to more than 50 on a budget of \$2,500
- Started a weekly bike repair workshop, monthly social rides, and bike town halls every semester
- Collaborated with bike advocacy groups around Atlanta for safe streets, including protected lanes

**THE RESTLESS LEGS (FUNDRAISING TEAM, AIDS VACCINE 200), Atlanta, GA** 2012 - 2016

**Captain and Cofounder**

- Recruited and managed team of 15 for a 200 mile bike ride raising funds and awareness for a vaccine
- Raised over \$10,000 out of a team total of \$35,000 over four years

### WORK EXPERIENCE

**WEILL MEDICAL COLLEGE OF CORNELL, New York, NY** 2006 - 2010

**Research Technician I**

- Executed experiments and managed lab resources, working independently or in teams
- Contributed to the publication of 9 articles in high-impact journals collectively cited over 500 times

### ADDITIONAL INFORMATION

**Activities:** Guide for graduate meditation club, urban farmer, organizer for Atlanta science festival.

**Technologies:** MS Word, Excel, Power Point, One Note, Illustrator, SPSS

### **EDUCATION**

**ERASMUS UNIVERSITY, ROTTERDAM SCHOOL OF MANAGEMENT** 2017-Now

**M.S. Strategic Management**

- GPA – 8.0/10.0 (2 courses)

**UNIVERSITY OF GRONINGEN, FACULTY OF ECONOMICS AND BUSINESS** 2014-2017

**B.S. International Business**

- Completed an undergraduate major in International Business (with a semester at the Catholic University of Porto)
- Awards: Business Challenge: Royal Dutch Kentalis (Certificate)
- GPA: B.S. 7.1/10.0 (32 courses)

### **PROFESSIONAL EXPERIENCE**

**RELIAN PUBLISHERS**, The Netherlands September 2017- Present

**Marketing and Support Officer**

- Engaged in all aspects of the FinTech / LegalTech business: from sales to marketing to data management

**GLOBAL INNOVATION MANAGEMENT INSTITUTE**, The Netherlands September 2017 – December 2017  
**Student Consultant**

In this student competition, in which we came in second place, my team and I developed a business case for an American small kitchen appliances company. This business case was focused on developing ideas to make the company's products' suitable for the kitchen of the future.

### **ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Dutch, limited working proficiency in French

**Certificates:** French, CECRL level A2 (Alliance Francaise Porto); Certificate of Participation in French, CECRL level A2/ B1 to B1 (Language Centre University of Groningen), GIM level 1: Innovation Associate and GIM level 2: Innovation Master

**Projects:** Rotterdam Consulting Club: Exclusive Member

**Test scores:** GMAT 630 / 800

**Technologies:** MS Word, Excel and Power Point

### EDUCATION

<b>NYU SCHOOL OF MEDICINE</b> <b>PhD Candidate, Stem Cell Biology, Laboratory of Dr. Matthias Stadtfeld, Skirball Institute</b> ▪ Sackler Institute of Graduate Biomedical Sciences	2017
<b>PARIS 7 DIDEROT UNIVERSITY</b> <b>Masters in Genetics (Magistère Européen de Génétique), magna cum laude</b>	2011
<b>PARIS 7 DIDEROT UNIVERSITY</b> <b>Bachelor in Genetics (Magistère Européen de Génétique), cum laude</b>	2011 2009

### PROFESSIONAL EXPERIENCE

<b>IXL CENTER FOR INNOVATION, EXCELLENCE AND LEADERSHIP</b> <b>Consulting Engagement - IXL Innovation Consulting Olympics, Client - Genentech</b> ▪ Worked with a team to develop new business strategies for achieving customer excellence, to be implemented by Senior Genentech Executives.	January 2016 – March 2016
<b>LABORATORY OF DR. KENNETH MCELREAVEY - Head of the Human Genetics Department</b> <b>Graduate Student Researcher, Pasteur Institute, Paris, France February - August</b> ▪ Identified patient genes involved in Disorders of Sex Development using a Big Data. ▪ Next Generation Sequencing approach	2011
<b>LABORATORY OF DR. ROBERT N. EISENMAN – Depart. of Basic Science</b> <b>Undergraduate Researcher, Fred Hutchinson Cancer Research Center</b> ▪ Established a High-throughput loss of function siRNA screen for the detection of genes important for c-Myc induced cancer initiation and progression.	March 2010 – September 2010
<b>LABORATORY OF DR. DAVID SUMMERS - Head of the Depart. of Genetics</b> <b>Undergraduate Researcher, University of Cambridge, United Kingdom</b> ▪ Contributed to the understanding of the effect of Indole on the bacterium <i>E.Coli</i>	June 2019 – September 2019

### ADDITIONAL INFORMATION

**Languages:** Bulgarian – Native, English – Fluent, French - Fluent

**Awards:**

- Winner - IXL Center Innovation Consulting Olympics March 2016
- American Heart Association PreDoctoral Personal Fellowship (*46 000\$ over 2 years*) 2014 – 2016
- Men's Collegiate Water Polo Team Championship, New York Division - Second Place 2014
- "Ile de France", Paris Kendo Championship, Individuals - Third Place 2011
- Paris 5 University Sports Medal, Swimming 2007

**Publications:** V. Trapkov and M. Stadtfeld, "Panning data for gold: The search for master regulators of cell fate." *Nat Methods* 2013 Jun;10(6):476-7. doi: 10.1038/nmeth.2491

**Interests:** Kendo 2nd Dan, NYU Kendo Team, NYU Water Polo Team and NYU Consulting Club



### EDUCATION

**DUKE UNIVERSITY**, Durham, NC

Dec. 2018 (expected)

Master of Engineering Management GPA: 3.95/4.00

- Courses: Energy Efficiency, Data Science, Competitive Strategy, Consulting Practicum, Marketing
- Certificates, Awards & Clubs: LEED AP BD+C, HPAIR Delegate, IXL Innovation Olympic (2<sup>nd</sup> Prize, Schneider Electric), MEMP Energy Club (Nikola Power), MEMP Consulting Club (RTI)

**TIANJIN UNIVERSITY (TJU)**, Tianjin, China

July. 2017

Bachelor of Engineering in Building Environment & Energy Engineering  
Minor in Construction and Project Management

- GPA: 3.74/4.00, Ranking: Top 5%
- Honors and Awards: CASC Scholarship (top 5%), Outstanding Talents in Science & Technology

### PROFESSIONAL EXPERIENCE

**MAYO CLINIC**, Rochester, MN

May. 2018-Aug. 2018

EDF Climate Corp 2018 Fellow

- Leveraged 150,000+ energy data from BAS and AutoCAD to pinpoint the modification of HVAC systems in two Mayo Clinic buildings (1.5 million sf), ensuring balanced air flow, ASHRAE Code alignment, and maximum energy savings.
- Identified energy conservation opportunities that would result in 20% savings in utility consumptions, with NPV of 3.7 million dollars and simple payback for less than 5 years

**NIKOLA POWER**, Durham, NC

Sept. 2017-Jan. 2018

Student Energy Market Consultant

- Identified potential market for client's Battery Manage System by cleaning and analyzing electric utility retail price and demand charges data for 12,600 corporations and facilities.
- Evaluated and presented data using pivot table and VLOOKUP functions to reduce data from 20 to 4 parameters.

**CARBON (IN THE UNICORN LIST)**, Durham, NC

Sept. 2017-Dec. 2017

Student Consultant

- Analyzing supplier landscape of polyurethane materials, narrowing down from 1790 to 6 potential match suppliers.
- Designing supply chain around reliability, cost and quality to ensure Carbon's 3D Printing resin can be delivered on an industrial scale nationally and worldwide.

**CISCO**, Durham NC

Data Analysis Intern

Sept. 2017-Dec. 2017

- Built a failure detection model on 12 Cisco data exchange machines (4 Spine & 8 Leaf), increasing the statistical confidence from 7% to 88% in prediction.
- Developed the model based on logistic regression using Python and visualized results in Tableau.

### ADDITIONAL INFORMATION

- **Computer Skills:** Data Analysis (with Excel), Python, Tableau 10, AutoCAD, Revit, eQUEST, Ecotect
- **Personal Skills:** Project Management, Team Building, Finance and Marketing Modeling

**EDUCATION**

<b>BRANDEIS INTERNATIONAL BUSINESS SCHOOL</b> <b>M.A in International Economics and Finance</b>	May 2018
<b>BRANDEIS UNIVERSITY</b> <b>Bachelor of Arts in Economics and Computer Science, summa cum laude</b>	May 2016
<b>LONDON SCHOOL OF ECONOMICS</b> <b>Exchange: General Course</b>	July, 2015

**PROFESSIONAL EXPERIENCE**

<b>BRANDEIS UNIVERSITY, Waltham, MA</b> <b>Teaching Assistant</b> <ul style="list-style-type: none"><li>Cooperated with 3 other TAs to conduct weekly two hour recitations to review materials course and questions about problem sets for the Introduction to Microeconomics and Macroeconomics courses</li><li>Led weekly two-hour office hours for 10+ students to answer questions regarding problems set and to review course material</li></ul>	2013 - Present
<b>BRANDEIS UNIVERSITY, Waltham, MA</b> <b>Researcher – Drivers of China's R&amp;D Surge</b> <ul style="list-style-type: none"><li>Collected statistics on China's regional R&amp;D expenditures for 2001-2013</li><li>Created a data warehouse sorting R&amp;D share for state-owned enterprises and private firms and the impact of R&amp;D on exports, worldwide market share, and patent applications</li><li>Reviewed and analyzed these data and combined it with a literature search of R&amp;D factors and their impact on exports</li><li>Ran statistical analyses of the role of various factors in China's R&amp;D investments and reported on the key drivers of surge in R&amp;D from 0.6% (1998) to 2.2% (2014)</li><li>Forecast future R&amp;D trends using statistical analyses; analyses indicate that China's R&amp;D intensity will diminish in the medium term</li></ul>	2015 - 2016
<b>CHINESE MERCHANT SECURITIES, Wuhan, China</b> <b>Intern – Consulting</b> <ul style="list-style-type: none"><li>Developed deliverable documentation for customers</li><li>Analyzed and recommended solutions for complex problems</li><li>Assist with client communications and other duties assigned</li></ul>	June - August 2015
<b>INDUSTRIAL AND COMMERCIAL BANK OF CHINA, Nanning, China</b> <b>Intern – Credit Analysis</b> <ul style="list-style-type: none"><li>Reviewed client transactions for accuracy and regulatory compliance</li><li>Handled customer complaints with the appropriate credit officers</li><li>Performed credit analyses of loan applications ranging from RMB50-100M</li><li>Worked with credit officers to provide clients with financial reports regarding debt outstanding, interest payments, fees, compliance with covenants, and scheduled amortization</li></ul>	2013

**ADDITIONAL INFORMATION**

**Languages:** Fluent in English and Spanish  
**Awards:** CFA Research Challenges - Boston Regional Champion  
**Affiliations:** Event Coordinator - Chinese Cultural Connection and Brandeis Fall Fest / Member - Student Union  
**Technologies:** MS Office Professional, STATA, Java (Advanced), SQL, C++, Adobe, R, Bloomberg, Capital IQ

## EDUCATION

### UNIVERSITY OF CALIFORNIA LOS ANGELES

2013 - 2018

#### M.S., Ph.D., Materials Chemistry

- GPA – 3.98/4.0
- Full tuition scholarship and stipend
- Teaching assistant for general chemistry lecture and laboratory
- Leadership: Administrative Chair, UCLA Chemistry and Biochemistry Graduate Student Association; Treasurer and Board Member, UCLA Electrochemical Society Student Chapter; Student leader, Cross-disciplinary Scholars in Science and Technology (CSST) Program; Team Leader, L.E.K. Case Competition, Los Angeles

### FUDAN UNIVERSITY, Shanghai, China

2009 - 2013

#### B.S., Materials Chemistry

- GPA – 3.64/4.0
- Leadership: Vice President (2009 - 2011) of Service Center for Science and Technology: Expanded “Lab Open Day” Program to off campus laboratories and enhanced the program popularity by 30%; Arranged monthly visits to laboratories both on and off campus with over 500 participants
- Exchange study at University of California Santa Barbara (2011); Staff writer for the Bottom Line Newspaper at UCSB
- Awards & Honors: Outstanding Model Student of Fudan University (2012); Undergraduate Merit Scholarship (2009-2013)

## PROFESSIONAL EXPERIENCE

### UCLA TECHNOLOGY DEVELOPMENT GROUP, Los Angeles, CA

June 2017 - Present

#### Tech Fellow

- Evaluate UCLA inventions based on market analysis, commercialization factors and patent landscape
- Draft non-confidential disclosures and prepare company contact lists for licensing and marketing

### CNSI HIGH SCHOOL NANOSCIENCE PROGRAM, UCLA, USA

2015 - Present

#### Instructor

- Train high school teachers and students on nanoscience topics via hands-on experiments
- Demonstrate nanoscience to kids and parents in LA, especially underrepresented communities
- Judged Intel International Science and Engineering Fair, high school science competitions
- Guided high school students team in Nanovation Competition (nanoscience based business proposal)

### IXL CENTER, USA

October 2017 - December

#### Consultant

- Developed a business model and market entry strategy for a Brazil-based furniture company by analyzing key market segments and potential business concepts

## ADDITIONAL INFORMATION

**Languages:** Fluent in English and Chinese

**Volunteer experience:** World Expo (Shanghai, 2010); Shanghai Science and Technology Museum (Shanghai, 2009 - 2011)

**Affiliations:** American Chemical Society; Electrochemical Society

**Technologies:** PC and MAC; MS Word, Excel, Power Point; Labview

## YIHAN FU

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### EDUCATION

**BRANDEIS INTERNATIONAL BUSINESS SCHOOL**  
**Master of Science in Finance**

December 2017

**ZHONGNAN UNIVERSITY OF ECONOMICS AND LAW**  
**Bachelor of Economics in Finance**

May 2016

- With distinction. GPA: 3.65 (WES 3.8)

**UNIVERSITY OF CALIFORNIA AT BERKELEY,**  
**Exchange Program: Negotiations and Conflict Resolution**

July 2016

### PROFESSIONAL EXPERIENCE

**CITI BANK, Beijing, China**  
**Marketing Intern**

September 2015- October 2015

- Drafted publicity campaign plans to promote financial products and services to potential overseas students, and contacted international high schools to schedule time and place of the publicity event
- Modified speech content regarding overseas financial products and services to raise interest of students, and created PowerPoint presentations to describe those products and services
- Checked attendance, guided audiences, maintained order, and made presentation to potential clients of Citi overseas products

**CAPITAL SECURITY, FIXED INCOME DEPARTMENT, Beijing, China**  
**Trader Assistant Intern**

August 2015

- Analyzed financial statements and operating status of 40+ corporations, researched issues that would influence the companies' performances, and delivered investment reports to traders to help make transaction decisions
- Used Wind Information software to find data of net price, debt valuation from CDC, SHIBOR, and calculate YTM, estimated holding period returns and costs in each transaction
- Analyzed bond trading activity within specific categories and amounts of trading between previous two months and made comparable analysis

**AXA, Hong Kong**  
**HK Stock Market Analyst Intern**

July 2015

- Evaluated a global fund, predicted its future performance, and explored a way to promote it
- Led seven team members to analyze 22 Hong Kong stocks in five sections, chose 1-2 stocks for each section, and reasonably forecasted the next year's stock price using P/E and P/B ratios

**BEIJING BEIKE INFORMATION PROCESSING LTD., Beijing, China**  
**Operating Assistant Intern**

July 2013- August 2013

- Established Micro Blog and WeChat public platforms for corporation, and updated latest news regarding company and big data to promote the company
- Designed and distributed online questionnaire to clients to obtain the feedback on Big Data training program, and analyzed results to improve customer experience
- Completed research on 20+ mobile health apps and composed report to provide insights in development status of Chinese mobile health platform

### ADDITIONAL INFORMATION

**Competitions:** BNP Paribas ACE Manager Online Business Contest (top100/786), Peking University 21st Century & Road King National Innovation Case Competition (Semi-finalist)

**Activities:** Vice Minister of Performance Service Department in University Chorus, Officer of ZUEL Business School Student Union Arts Department, ZUEL National University Speech Tour Principal

**Computer Skills:** Microsoft Office suite, SPSS, Eviews

**Languages:** Fluent Chinese and English

## EDUCATION

- |   |             |
|---|-------------|
| <b>HULT INTERNATIONAL BUSINESS SCHOOL</b><br><b>MBA Master of Business Administration</b> <ul style="list-style-type: none"><li>▪ Half tuition scholarship</li><li>▪ GPA: 3.5 (on-going)</li></ul>  | 2016 – 2017 |
| <b>UNIVERSIDAD CARLOS III DE MADRID, SPAIN</b><br><b>Master of Science (M.Sc.) in Telecommunication Engineering</b> <ul style="list-style-type: none"><li>▪ GPA: 4.0 (82 courses)</li></ul>   | 1996 – 2005 |
| <b>UNIVERSITÄT STUTT GART, GERMANY</b><br><b>Master of Science (M.Sc.) in Telecommunication Engineering</b> <ul style="list-style-type: none"><li>▪ ERASMUS merit-based scholarship to write Master's Thesis.</li><li>▪ Master's Thesis: "IP Scenarios for Mobility and Security". Score: 1.2 (A=1, E=5).</li></ul> | 2004 – 2005 |

## PROFESSIONAL EXPERIENCE

- |   |                     |
|---|---------------------|
| <b>SAMSUNG ELECTRONICS, SPAIN</b><br><b>Content Expert, Project Manager</b> <ul style="list-style-type: none"><li>▪ Designed Smart TV local content plan to increase users' engagement with Samsung Smart TV products.</li><li>▪ Positioned Samsung Spain among top-3 EU countries in Smart TV apps usage: Smart TV apps accessed 14days/month by active users, 7 local apps among top-10 most used apps in 2015.</li><li>▪ Increased Smart TV active users from 150K to more than 1.2M users.</li><li>▪ Deployed mobile apps (25+) and Smart TV apps (70+), generating USD3M+ brand awareness in market.</li><li>▪ Led remote teams of 30+ R&amp;D Engineers and Principal Engineers achieving aggressive goals in innovative projects: first local content produced in HDR, first local UHD-coded content, first N-screen app, first e-commerce Smart TV service.</li><li>▪ Exploited device capabilities to create value for users on Smart TVs, wearables, and Gear VR.</li><li>▪ Exhibited company's position in exhibitions, and conferences about technology, market and business.</li></ul> | Mar 2011 – Aug 2016 |
| <b>TELEFÓNICA, SPAIN</b><br><b>Device Product Manager</b> <ul style="list-style-type: none"><li>▪ Ensured 15+ high-tier mobile devices' go-to-market working with device manufacturers.</li></ul>   | Oct 2006 – Feb 2011 |

## ADDITIONAL INFORMATION

**Languages:** Spanish (native), English (fluent), German (basic), Korean (basic).

**Awards:**

- 1<sup>st</sup> Place in the IBM Watson Startup Weekend Healthcare Edition, Mar 2017. "Take me home" is an AI, and IoT-based solution to raise the quality of life of people suffering Alzheimer, and their families
- 2014 Samsung European Employee of the Year: Recognized diligence, and communication skills in heading a Spain and Headquarters' strategic "Movistar TV" project to success, a challenging project from technical, operational, and stakeholders' management point of view.
- 2012 Samsung Spain Corporate Marketing Employee of the Year: For contributing to Marketing team with fresh ideas leveraging in technical capabilities supported in mobile and Smart TV devices.
- Global Mobility Program in Samsung HQ/South Korea (Jun-Jul 2014): Program for talented employees.

**Certifications:**

- "Internet of Things: Roadmap to a Connected World". MIT Professional Education.
- "Inbound Marketing", "Growth-Driven Design". HubSpot Academy.

**Volunteer experience:** School Teacher at MIT Spark Event. Lecture: "Virtual Reality (VR): The journey from content production with a 360 camera to the VR experience a user enjoys".

**Technologies:** IP, Web, REST, Android, Tizen, HbbTV, UHD, HDR, HEVC, LTE, NFC, BLE, VR, AR, UX, D2TV, IoT.

## EDUCATION

**UNIVERSITY OF PENNSYLVANIA** December 2016  
**M.S.Ed. Major: Education, Culture & Society**  
▪ GPA: 3.91

**UNIVERSITY OF CHINA** 2011 – 2014  
**Major: International Journalism and Communication**  
▪ GPA: 3.81 (first-grade scholarship)

**CHONGQING UNIVERSITY** 2007-2011  
**BA Major: English Language and Literature**  
▪ GPA: 3.60 (fourth in grade)  
▪ Awarded Outstanding Graduate (2011) and National Encouragement Scholarship (2010)

## PROFESSIONAL EXPERIENCE

**CHINA TELECOM AMERICAS, Beijing China** Summer 2016  
**Business Development Intern,**  
▪ Leveraged social media and developed an all-faucet plan in B2C level  
▪ In charge of promotion in 45 orientations with different universities, managing staff and materials  
▪ Designed and implemented the market entry strategy for Penn and ranked in top 20 in national market

**INGENIUS PREP. , Philadelphia** 2016  
**Chinese Representative (Part-time)**  
▪ Outreached for potential business partners in China (two signed)  
▪ Identified and negotiated with promising institutions including companies, schools and individuals

**REACH TOP EDUCATION, Beijing China** 2014-2015  
**VIP English Teacher**  
▪ Worked as an initial member for a fast-developing high-end startup  
▪ Taught and tutored students both online and offline; Consulted with parents and colleagues  
▪ Wrote articles for the textbook and social media; Designed curriculums and promotion activities

**UCD CONFUCIUS INSTITUTE FOR IRELAND, Dublin, Ireland** 2012-2013  
**Volunteer Chinese Teacher**  
▪ Participated in various fields in operating the cross-cultural institution  
▪ Taught over 200 students; Planned and organized workshops, competitions, conferences, trainings.  
▪ Acted as a group leader when modified teaching materials; Wrote news and conducted feedback surveys

**JOURNALISM EVOLUTION, Beijing China** 2011-2012  
**English Editor Intern**  
▪ Translated paper; Managed the mailbox; Transcribed recordings, etc.

## ADDITIONAL INFORMATION

**Languages:** Native Mandarin speaker, fluent in English (TEM 8 and CATTI-II)  
**Interests:** Enjoy reading, writing, traveling, animations, music and movies.  
**Technologies:** Proficient in Microsoft Office. Familiar with Windows 7/8/XP.

## YURONG CHEN

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### EDUCATION

**Ecole Centrale de Paris, France**

Expected May 2018

**Ph.D., Industrial Engineering**

- Research on “How automakers manage Electric Vehicle innovation?”
- Double degree at innovation and entrepreneur in sustainability (from European Institute of Innovation & Technology, a body of European Union)
- Entrepreneurship Business Challenge Winner out of 12 Ph.D. International teams, 2016
- One-year visiting at Wharton Business school of University of Pennsylvania, 2017

**Ecole Polytechnique, France**

2013 – 2014

**M.S., and Ph.D., Renewable Energy**

- Awards & Honors: Graduated with ‘High Distinction’ (top 5%); Full scholarship;
- GPA: 4.0/4.4;

**Beihang University, China**

2009 – 2013

**B.S., Automobile Engineering**

- Leadership: Vice President (2010-2011) of Science Fiction Club; Co-organized Science Fiction Writing Competition; Organizer (2012) of LinFeng Outdoor Club, co-organized Winter Camp;
- Awards & Honors: National 2<sup>nd</sup> Prize at Undergraduate Mathematic Modeling Contest (2011); 3<sup>rd</sup> Prize at Undergraduate Self-Driving Car Competition (2012); Full scholarship (2009-2013);
- GPA: 3.75./4.0;

### PROFESSIONAL EXPERIENCE

**PSA GROUP (PEUGEOT-CITROËN), France**

Jan. 2015- Present

**Associate Ph.D. Fellow**

- Research on the Topic “How automakers manage Electric Vehicle innovation?”
- Participated in management meetings at PSA Innovation department, and assist to host 3 annual Armand Peugeot Chair international e-mobility Industry-Academy conferences.

**JIJITANG, China**

May. 2017- Present

**Equity Research Part-time Analyst**

- Collaborated with senior analysts in publishing investment-related research for 5 companies under coverage, including BYD, Great Wall Auto., Antfin (Alibaba), Webank (Tencent).

**IXL CENTER - CENTER FOR INNOVATION, EXCELLENCE AND LEADERSHIP, USA**

Oct. – Dec. 2017

**Consultant intern**

- Worked for a top U.S. asset management company to explore business model innovation opportunities from idea generation to implementation; Won 1<sup>st</sup> prize out of 5 teams;

**LE MOTEUR MODERNE-AVL GROUP, France**

Mar. – Sept. 2013

- Developed the model of energy control strategy optimization in Hybrid Vehicle system in Excel and Vehicle simulation tool Cruise, results improved 9% of the fuel efficiency and led to 2 follow-up projects

### ADDITIONAL INFORMATION

**Languages:** English (Fluent); Chinese (Native); French(Basic)

**Volunteer experience:** French- Chinese Urban Sustainable Development Association, Paris: Project manager for COP 21 event

**Skills:** PC and MAC; MS Word, Excel, Power Point, R, MATLAB; AutoCAD;