



GIMInstitute
Global Innovation Management Institute

GLOBAL INNOVATION MANAGEMENT INSTITUTE (GIM Institute)

Q4 2017 RESUME BOOK

CONTENTS

- 1 INTRODUCTION
- 2 PROGRAM DESCRIPTION
- 3 CURRICULUM
- 4 RESUMES



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.

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 Q4 2017 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 mastery on 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.

We look forward to hearing from you in the future.

Sincerely,



Ronald Jonash

TABLE OF CONTENT

NAME	SCHOOL
Abshishek Madduri	Duke University
Akash Shembekar	Duke University
Alexey Kochemirovskiy	University Of Chicago
Anne-Fleur Vaartjes	Hult International Business School
Anup Nepal	University Of Tampa
Arjun Singh Chhina	University Of Tampa
Arvind Chavali	Princeton University
Ashley Burns	University Of Tampa
Carl Zhou	University Of California
Chendi Gu	Stony Brook University
Daniel Pinglo Arrese	Babson College
David Perotta	University Of Calgary
Debopreeti Mukherjee	University Of Pennsylvania
Dinesh Sharma	University Of Tampa
Dominik Bücher	Hult International Business School
Franz Christopher Kränzler	Columbia University
Callisto Macisaac	Stanford University
Guy L. De Barros	Hult International Business School
Hariharan Rajesh Banu	Duke University
Heyi Li	Stony Brook University
Ingrid Lorena Ruiz Van Den Enden	Erasmus University
Jane Pham	Boston University
Jennifer Gnant	Hult International Business School
Jiacong Li	University Of Pennsylvania
Jianwen Lu	Brandeis International Business School
Jingting Xiong	Duke University
Johnathan W. Lubin	University Of California
Jonathan Andres Valencia	Hult International Business School
Jonathan Soria	Hult International Business School
Jung Jung Liu	Hult International Business School
Katelyn Roberts	University Of Pennsylvania
Laine Poon	University Of Calgary
Lauren Liddell	City Of Hope Cancer Research Institute



NAME	SCHOOL
Lili Cai	Brandeis International Business School
Lingya Wang	Hult International Business School
Lorenzo M. Canepa	Babson College
Lucie Tvrnikova	Yale University
Marcell Bozsik	Erasmus University
Maria del Carmen Cevallos	Hult International Business School
Mayerly Bedoya	University Of Calgary
Maxim Khabur	Hult International Business School
Michel Bardawil Abbud	Babson College
Milos Becarevic	Brandeis University
Monika Katharina Anna Weps	Hult International Business School
Osric Forrest	Emory university
Parvathy Surendran	Hult International Business School
Pascal Baur	Hult International Business School
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
Sai Saketh Yenduru	Duke University
Satish B Subramanyam	Duke University
Serik Sharipov	Esade Business School
Shaochuan Xu	Stanford University
Shelly Zhang	Georgia Institute Of Technology
Silvio Brandao	Hult International Business School
Sunzhe Cao	Duke University
Thomas Hennessey	Emory University
Tom Kindermans	Erasmus University
Vanguel Z. Trapkov	Nyu School Of Medicine
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



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)

AKASH SHEMBEKAR

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EDUCATION

PRATT SCHOOL OF ENGINEERING, DUKE UNIVERSITY December 2017
Master of Engineering Management (MEM)

VISVESVARAYA NATIONAL INSTITUTE OF TECHNOLOGY May 2014
Bachelor of Technology

PROFESSIONAL EXPERIENCE

IXL INNOVATION CENTRE, Boston, MA Oct 2016-Jan 2017
Student Innovation Consultant Intern

- 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 Sep 2016-Dec 2016
Business Technology Analyst

- 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 May 2014-July
2016lity Assurance Manager, R&D Division

- Worked as a 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 Feb 2017-Present
Project Consultant

- 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, Aagon – 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

LEADERSHIP EXPERIENCE

GARGOYLE CONSULTING CLUB, UNIVERSITY OF CHICAGO, IL February 2017 - Present

Co-president

- 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
- Winner of 2017 Fall cycle of 2017 IXL Innovation Olympics
- Organized and lead case practices that attracted 45 students

CHESS CLUB TEAM, UNIVERSITY OF CHICAGO, IL August 2015 - July 2016

Team Captain

- Founded and managed chess team featuring 30 players, coordinated 15 travelling matches
- Led team to take 1st place in the Chicago Industrial Chess League

ADDITIONAL INFORMATION

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

Awards: Winner of 2015 World Chess Open section ahead of 200 players

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

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

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 a wide range of 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

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 assigned 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

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.

EDUCATION

UNIVERSITY OF TAMPA May 2018
Master of Business Administration
Master of Marketing

FLORIDA STATE UNIVERSITY May 2010
Bachelor of Science in Recreation and Leisure Services Administration

PROFESSIONAL EXPERIENCE

NOISE, INC., Sanibel Island, FL June 2016 - March 2017
Client Success Leader

- 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.
- 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

LOCICERO MEDICAL GROUP, Tampa, FL September 2015-March 2016
Administrative Assistant/Social Media

- Assisted CEO with daily administrative tasks. Oversaw physician and providers' certification and renewal statuses. Led minimalist social media promotions and customer complaints.
- Increased weekly client e-newsletter subscriber attention rate by 34% from Aug 2015 - Feb 2016
- Created informational handout design and edited content in accordance with stringent Patient-Centered Medical Home (PCMH) guidelines for public distribution

UNITED STATES AIR FORCE, Valdosta, GA February 2012- August 2015
Air Traffic Control Apprentice (February 2012-August 2015)

- 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.
- 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
- Increased on-time reports by 90% with an error-rate deficiency reduction of 50%
- Assisted with managing processes and activities to support organization's communication, content management, suspense tracking and human resources

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

CARL ZHOU

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EDUCATION

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

M.S. Mechanical Engineering – Systems Control concentration

- Final 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

DEXTRIOUS 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.

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 β -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 2018
MBA Candidate

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

PROFESSIONAL EXPERIENCE

BANCO DE CRÉDITO, Lima, Perú July 2011- August 2017
Financial Services

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 (1st 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.

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

- Full tuition scholarship and stipend
- Cumulative GPA – 3.9/4.0
- 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

DINESH SHARMA

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EDUCATION

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

PROFESSIONAL EXPERIENCE

THE UNIVERSITY OF TAMPA, Tampa, FL September 2015- Present
Graduate Assistant to the Director, Adult and Summer Academic Programs

- 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.

Apex Shipways Pvt. Ltd., Jaipur. IT Manager/IT Assistant July, 2014 – July, 2015

- 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.

Academy for Competitive Excellence, Delhi. Owner/ Entrepreneur April, 2011 – March, 2014

- 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)

DOMINIK BÜCHER

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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)

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

STANFORD UNIVERSITY 2013-Present
PhD Candidate, Chemistry

- Teaching assistant for class and lab sections, managing sections up to 30 students, writing and testing course material and exams. 3.6 GPA

CHEMISTRY-MCMMASTER UNIVERSITY 2008-2013
Honours BSc

PROFESSIONAL EXPERIENCE

WINNER-STANFORD ENERGY CLUB CASE CHALLENGE 2016

- Won the Ford Motor Co. energy challenge.
- Presented on the future of automobiles in an increasingly green world.

1ST PLACE-IXL INNOVATION OLYMPICS 2016

- Worked with a team of Stanford students to solve technical and marketing problems for an industrial client.
- Synthesized cost-benefit analyses, networked with upstream suppliers, and presented final business case recommendations to client.
- Received commendations for consistency, research thoroughness, and succinct analysis.

3RD PLACE-STANFORD APT CASE COMPETITION 2016

Lead a team of 3 that analyzed sales data to produce market solutions and trend summaries.

STANFORD UNIVERSITY 2013-2014

Teaching Assistant

- Taught 2nd year organic chemistry lab and general chemistry courses.
- Graded student submissions, created exam questions and review sessions, as well as

HECHT GROUP, HUMBOLDT UNIVERSITY 2012

Visiting Researcher

- Received a DAAD-RISE Fellowship to study and conduct research in Berlin, Germany.
- Practiced networking and communication skills in a non-english environment.
- Presented findings at DAAD-RISE Conference in Dresden, Germany to program peers and mentors.
- Mentored subsequent McMaster students in the program, helping applicants with their own submissions and then with acclimating to Germany and finding accommodations.

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

Projects:

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

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

JANE PHAM

janepham@bu.edu | +1 (617) 459-1055 | linkedin.com/janephamma

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

JIA CONG LI

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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

EDUCATION

BRANDEIS INTERNATIONAL BUSINESS SCHOOL August 2016
Master of Arts in International Economics and Finance

UNIVERSITY OF NOTTINGHAM NINGBO CHINA September 2012
Bachelor of Science in International Business Economics

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

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 Expected August 2017
Master of International Marketing (MA)

LCC INTERNATIONAL UNIVERSITY, LITHUANIA December 2014
Bachelor of Arts in Business (BA)

PROFESSIONAL EXPERIENCE

PLANEG DIGITAL, ECUADOR 2015- 2016
Digital Marketing Consultant

- 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 January 2016 – July 2016
Marketing Coordinator

- 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 August 2015 – December 2015
Assistant Brand Manager

- 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 February 2015 – July 2015
Digital Marketing Intern

- 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 M.B.A. <ul style="list-style-type: none">▪ 2nd place (out of 11) in Siemens Business Challenge▪ Partial tuition scholarship	2016 – 2017
CENTRUM BUSINESS SCHOOL, Lima, Peru Master in Finance	2009 – 2010
SAN MARCOS UNIVERSITY, Lima, Peru Public Accountant	2002 – 2006

PROFESSIONAL EXPERIENCE

MERCK GROUP, Peru 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. <ul style="list-style-type: none">▪ 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.	April 2015- August 2016
UNILEVER, Peru Accounting Supervisor Led financial reporting to Unilever headquarters in London; supervised CAPEX and transfer pricing process, created financial statements for Unilever Peru; attended audits.	January 2014 – March 2015
UNILEVER, Peru 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. <ul style="list-style-type: none">▪ 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.	July 2010 - December 2013.
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

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: <i>Journal of Organometallic Chemistry</i> , 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

KATELYN ROBERTS

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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: Cittendam 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.

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, 2nd 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

LAUREN LIDDELL, PH.D.

liddell@stanford.edu | +1 (517) 648-8723 | linkedin.com/in/laurenliddell

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

LILI CAI

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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

LORENZO M. CANEPA

Boston | 857-207-8392 | lcanepe1@babson.edu | www.linkedin.com/in/lorenzo-canepa-ricketts

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.
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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.

LUCIE TVRNIKOVA

lucie.tvrznikova@yale.edu | +1 (401) 440 - 1645

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 7th in the world in racketlon (combination of table tennis, badminton, squash, tennis) in 2012.

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: 2nd 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

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.

MAXIM KHABUR

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EDUCATION

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

PROFESSIONAL EXPERIENCE

WISP INC., Oakland, CA, USA CMO <ul style="list-style-type: none">Developed Brand positioning and value proposition for a new smart window product product by iGlass Technology. The product is planned for launch in CA, US in 2017.Formulated product benefits and ran a consumer study in the US to understand perceived value and price.Developed the concept and managed the production of video introduction and web site for Digital Blinds, lately rebranded into Wisp.	2015 - Now
YOUNG & RUBICAM ADVERTISING - Moscow, Russia Managing Director <ul style="list-style-type: none">Led multiple teams in development, production and sales of advertising campaigns' for existing and new high profile clients. Y&R Moscow is 100+ employees.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.Engaged the creative team in passionate pursue of the world's top industry award – Cannes Lions. Y&R Moscow creative reputation skyrocketed with winning 1 Silver Lion in 2013 and 2 Silver Lions in 2014.	2013 - 2015
ADDED VALUE BRAND CONSULTANCY, - Moscow, Russia Managing Director. <ul style="list-style-type: none">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.Increased the size of business 2.5 times in 4 years (from \$300 K Gross Margin in 2009 to \$800 K in 2013).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).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	2019 - 2013

ADDITIONAL INFORMATION

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

EDUCATION

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

PROFESSIONAL EXPERIENCE

PEMBINA PIPELINE CORPORATION - CANADA Senior engineer/project manager <ul style="list-style-type: none">▪ 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.	Aug 2011-May 2017
TRANSCANADA PIPELINES LIMITED - CANADA Senior project engineer <ul style="list-style-type: none">▪ 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.	Sep. 2007-Jul 2011
ADVANTAGE INSIGHT GROUP INC - CANADA Senior business analyst <ul style="list-style-type: none">▪ 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.	Dec 2001-Sep 2007
ECOPETROL - COLOMBIA Engineer/Production Engineer <ul style="list-style-type: none">▪ 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.	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

EDUCATION

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS May 2017
Candidate for Master of Business Administration

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 2011-2015
Co-Founder & Chief Commercial Officer / Member of the Board

- 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 2013-2015
Treasurer and Board Member

- 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

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 the 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-STITUT 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

OSRIC FORREST

osricforrest@gmail.com | +1 (954) 614- 8072

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 UNIVERISY, 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 Expected August 2018
Masters of Business Administration (MBA)

- 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 2009 – 2013
Bachelors in Technology (B.Tech)

- 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).

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

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

QIANG ZHU

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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

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

satish.baru.subramanyam@duke.edu | +1-(919) 699-9932 | linkedin.com/in/satishsubram

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.

SERIK SHARIPOV

szsharipov@gmail.com | +34 628 36 99 20 (Spain)

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

STANFORD UNIVERSITY

2013 – 2018

Ph.D. in Geophysics

M.S. in Geophysics

- Advisor: Prof. Mark D. Zoback
- 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

PEKING UNIVERSITY

2009– 2013

B.S. in Physics

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

SHELLY (XIAOJIA) ZHANG

shelly.jia@gmail.com | +1 (217) 418 - 0771 | <https://www.linkedin.com/in/xiaojiazhang/>

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 Master of Business Administration	2017 – 2018
COLUMBIA UNIVERSITY EDX Professional Certificate Program – Corporate Finance	2017 – 2018
FEDERAL UNIVERSITY OF BAHIA B.S. Civil Engineering	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

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

TOM KINDERMANS

tom.kindermans@hotmail.com | +316 30098038

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

VANGUEL Z. TRAPKOV

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EDUCATION

NYU SCHOOL OF MEDICINE PhD Candidate, Stem Cell Biology, Laboratory of Dr. Matthias Stadtfeld, Skirball Institute ▪ Sackler Institute of Graduate Biomedical Sciences	2017
PARIS 7 DIDEROT UNIVERSITY Masters in Genetics (Magistère Européen de Génétique), magna cum laude	2011
PARIS 7 DIDEROT UNIVERSITY Bachelor in Genetics (Magistère Européen de Génétique), cum laude	2011 2009

PROFESSIONAL EXPERIENCE

IXL CENTER FOR INNOVATION, EXCELLENCE AND LEADERSHIP Consulting Engagement - IXL Innovation Consulting Olympics, Client - Genentech ▪ Worked with a team to develop new business strategies for achieving customer excellence, to be implemented by Senior Genentech Executives.	January 2016 – March 2016
LABORATORY OF DR. KENNETH MCELREAVEY - Head of the Human Genetics Department Graduate Student Researcher, Pasteur Institute, Paris, France February - August ▪ Identified patient genes involved in Disorders of Sex Development using a Big Data. ▪ Next Generation Sequencing approach	2011
LABORATORY OF DR. ROBERT N. EISENMAN – Depart. of Basic Science Undergraduate Researcher, Fred Hutchinson Cancer Research Center ▪ 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
LABORATORY OF DR. DAVID SUMMERS - Head of the Depart. of Genetics Undergraduate Researcher, University of Cambridge, United Kingdom ▪ 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

XIAOYUE SUN

sunxy30@brandeis.edu | +1 (617) 852 - 1233

EDUCATION

BRANDEIS INTERNATIONAL BUSINESS SCHOOL M.A in International Economics and Finance	May 2018
BRANDEIS UNIVERSITY Bachelor of Arts in Economics and Computer Science, summa cum laude	May 2016
LONDON SCHOOL OF ECONOMICS Exchange: General Course	July, 2015

PROFESSIONAL EXPERIENCE

BRANDEIS UNIVERSITY, Waltham, MA Teaching Assistant <ul style="list-style-type: none">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 coursesLed weekly two-hour office hours for 10+ students to answer questions regarding problems set and to review course material	2013 - Present
BRANDEIS UNIVERSITY, Waltham, MA Researcher – Drivers of China’s R&D Surge <ul style="list-style-type: none">Collected statistics on China’s regional R&D expenditures for 2001-2013Created a data warehouse sorting R&D share for state-owned enterprises and private firms and the impact of R&D on exports, worldwide market share, and patent applicationsReviewed and analyzed these data and combined it with a literature search of R&D factors and their impact on exportsRan statistical analyses of the role of various factors in China’s R&D investments and reported on the key drivers of surge in R&D from 0.6% (1998) to 2.2% (2014)Forecast future R&D trends using statistical analyses; analyses indicate that China’s R&D intensity will diminish in the medium term	2015 - 2016
CHINESE MERCHANT SECURITIES, Wuhan, China Intern – Consulting <ul style="list-style-type: none">Developed deliverable documentation for customersAnalyzed and recommended solutions for complex problemsAssist with client communications and other duties assigned	June - August 2015
INDUSTRIAL AND COMMERCIAL BANK OF CHINA, Nanning, China Intern – Credit Analysis <ul style="list-style-type: none">Reviewed client transactions for accuracy and regulatory complianceHandled customer complaints with the appropriate credit officersPerformed credit analyses of loan applications ranging from RMB50-100MWorked with credit officers to provide clients with financial reports regarding debt outstanding, interest payments, fees, compliance with covenants, and scheduled amortization	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** December 2017
Master of Science in Finance
- ZHONGNAN UNIVERSITY OF ECONOMICS AND LAW** May 2016
Bachelor of Economics in Finance
- With distinction. GPA: 3.65 (WES 3.8)
- UNIVERSITY OF CALIFORNIA AT BERKELEY,** July 2016
Exchange Program: Negotiations and Conflict Resolution

PROFESSIONAL EXPERIENCE

- CITI BANK, Beijing, China** September 2015- October 2015
Marketing Intern
- 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** August 2015
Trader Assistant Intern
- 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** July 2015
HK Stock Market Analyst Intern
- 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** July 2013- August 2013
Operating Assistant Intern
- 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

- HULT INTERNATIONAL BUSINESS SCHOOL** 2016 – 2017
MBA Master of Business Administration
- Half tuition scholarship
 - GPA: 3.5 (on-going)
- UNIVERSIDAD CARLOS III DE MADRID, SPAIN** 1996 – 2005
Master of Science (M.Sc.) in Telecommunication Engineering
- GPA: 4.0 (82 courses)
- UNIVERSITÄT STUTTGART, GERMANY** 2004 – 2005
Master of Science (M.Sc.) in Telecommunication Engineering
- ERASMUS merit-based scholarship to write Master's Thesis.
 - Master's Thesis: "IP Scenarios for Mobility and Security". Score: 1.2 (A=1, E=5).

PROFESSIONAL EXPERIENCE

- SAMSUNG ELECTRONICS, SPAIN** Mar 2011 – Aug 2016
Content Expert, Project Manager
- Designed Smart TV local content plan to increase users' engagement with Samsung Smart TV products.
 - 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.
 - Increased Smart TV active users from 150K to more than 1.2M users.
 - Deployed mobile apps (25+) and Smart TV apps (70+), generating USD3M+ brand awareness in market.
 - Led remote teams of 30+ R&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.
 - Exploited device capabilities to create value for users on Smart TVs, wearables, and Gear VR.
 - Exhibited company's position in exhibitions, and conferences about technology, market and business.
- TELEFÓNICA, SPAIN** Oct 2006 – Feb 2011
Device Product Manager
- Ensured 15+ high-tier mobile devices' go-to-market working with device manufacturers.

ADDITIONAL INFORMATION

Languages: Spanish (native), English (fluent), German (basic), Korean (basic).

Awards:

- 1st 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.



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Global Innovation Management Institute

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