



**MLOG** Master of Engineering in Logistics

# MLOG

## RESUME BOOK

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*Class of 2010*

**Center for Transportation and Logistics  
Massachusetts Institute of Technology**



## MLOG Master of Engineering in Logistics

Thank you for your interest in our program and our current students. We are pleased to present to you the 2010 resume book, which contains the profiles of thirty-four students who are graduating in May, 2010 from MIT's Master of Engineering in Logistics (MLOG) Program.

MLOG is a unique and highly competitive logistics and supply chain management program for individuals with three to eight years of previous industry experience. MLOG graduates leave with deep knowledge of supply chain management, operations, and engineering as well as expertise in cutting-edge practices and concepts gained through courses, in-depth research, and extensive industry interaction.

Since its inception, the program has graduated over 300 logistics and supply chain professionals that now work in consulting, manufacturing, retail, logistics, distribution, software, and other industries. MLOG alumni are employed by companies such as: Dell, Frito-Lay, Toyota, Amazon, M&M Mars, WR Grace, Accenture, GE Supply, McKinsey, JD Edwards, Wyeth Pharmaceuticals, UPS Consulting, General Mills, A.T.Kearney, The Home Depot, Staples, Harmon Kardon, Sony, and many others. Their titles range from Vice President of Logistics to Senior Consultant to Supply Chain Analyst.

The current MLOG Class of 2010 consists of 33 students from 11 countries and 5 continents. Approximately 61% are US citizens or permanent residents. The average age is 29; and they bring with them an average of 7 years of work experience in a wide range of industries including: Pharmaceuticals, High Tech, Transportation, IT, Military, Retail, Software, Consulting, and Manufacturing. Past employers include: Dell Inc, Goodrich, BGI Logistics, Ford Motor Company, Accenture, Kraft Foods, various branches of the military, and others.

If you are interested in recruiting at MLOG or would like further information about the program or our students and alumni, please visit our website at [www.mit.edu/mlog](http://www.mit.edu/mlog) or contact Jonathan Pratt, Career Development & Recruiting Coordinator, at [jonpratt@mit.edu](mailto:jonpratt@mit.edu), 617.253.5055.

Again, thank you for your consideration. We hope to hear from you soon!



**MIT** Center for  
Transportation  
& Logistics

# Gabriel de la Torre Castro

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<b>Education</b>	<b>Massachusetts Institute of Technology</b> – Cambridge, USA 2010 <ul style="list-style-type: none"><li>• Master of Engineering in Logistics and Supply Chain Management</li></ul>
	<b>Monterrey Tech Institute (ITESM)</b> – Monterrey, Mexico 2004 <ul style="list-style-type: none"><li>• Bachelor of Science in Information Systems Engineering (GPA: 87/100)</li></ul>
<b>Professional Experience</b>	<b>CEMEX (Logistics Department)</b> 2005-2009 <b>Operations Coordinator</b> <ul style="list-style-type: none"><li>• Managed a cluster of 8 distribution centers in the central region of Mexico.</li><li>• Improved customer service levels while optimizing operation costs.</li><li>• Reorganized the cluster's deliveries, saving \$40,000 USD in distribution costs in 5 months.</li></ul> <b>Project Manager</b> <ul style="list-style-type: none"><li>• Led projects focused on the development of new technologies and processes.</li><li>• Designed, developed and managed projects; led multifunctional teams.</li><li>• Supervised projects generating more than \$2 million USD in annual cost savings.</li></ul> <b>R.Ahumada Consultores (Foreign Trade)</b> 2003-2005 <b>Information Technologies Coordinator</b> <ul style="list-style-type: none"><li>• Cut telecommunication costs by 70% in 6 months by implementing VoIP technologies.</li><li>• Designed Internet strategy and technologies for international commerce operations.</li><li>• Coordinated ISO-9001:2000 certification; achieved with zero non-compliances.</li></ul> <b>General Electric Industrial Systems (Manufacturing)</b> 2003 <b>International Purchasing COOP</b> <ul style="list-style-type: none"><li>• Managed Purchase Order generation for worldwide GE suppliers.</li><li>• Developed a PO administration system that had a time savings of 50% vs. the old system.</li></ul> <b>Marchand &amp; Asociados (Marketing &amp; Strategy Consulting)</b> 1999-2003 <b>Information Technologies Specialist</b> <ul style="list-style-type: none"><li>• Managed IT infrastructure focusing on marketing and business strategy objectives.</li><li>• Designed, developed and maintained Hipermarketing.com.</li><li>• Provided IT consulting (technical, hardware and investment) for the firm's customers.</li></ul>
<b>Skills and Abilities</b>	<ul style="list-style-type: none"><li>• <b>Supply Chain &amp; Logistics:</b> Project management experience with multifunctional teams. Experience in both operational functions and strategic management.</li><li>• <b>Technology Implementations:</b> Customer-focused strategies (usability &amp; feasibility tests), technical sensibility for defining project requirements, direct customer contact (sales and customer service), analysis of IT projects with a strategic focus.</li><li>• <b>Languages:</b> Fluent in Spanish and English (TOEFL iBT 114/120); basic French.</li></ul>
<b>Interests</b>	<ul style="list-style-type: none"><li>• Teaching assistant for students in ITESM's rural Community Learning Centers (2004).</li><li>• Participant: First Electronic Business Workshop at ITESM (2003).</li><li>• Organizer: Sustainable Development with Social Responsibility Congress by APEC (2002).</li></ul>
<b>Major Projects</b>	<ul style="list-style-type: none"><li>• Planned and executed the relocation of two CEMEX distribution centers within time frames, 15% under budget and without negatively affecting customer service.</li><li>• Designed and developed a communications and tracking solution for delivery visibility that is now used in over 600 CEMEX trucks in Mexico (using GPS and PDAs).</li><li>• Design and development (front-end and back-end) of e-commerce sites (www.altezzafurniture.com, www.holimaga.com, www.hipermarketing.com)</li></ul>

# Marcus Causton

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802-989-9811 [mcauston@mit.edu](mailto:mcauston@mit.edu)

## EDUCATION

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**Massachusetts Institute of Technology, Cambridge MA** Jun 2010  
Master of Engineering in Logistics and Supply Chain Management

**Colorado School of Mines, Golden CO** May 2000  
Bachelor of Science in Chemical Engineering (Minor Economics)  
Major GPA: **3.9/4.0** (Dean's List all 4 years)

## EXPERIENCE

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**GOODRICH CORPORATION** Vergennes, (VT)  
*Quality Engineer* 2008 – 2009

- Monitored quality contract requirements to ensure timely and accurate flowdown to suppliers, resulting in zero customer audit findings
- Evaluated statements of work and created cost estimates enabling a more accurate multi-million dollar bidding process
- Implemented and maintained quality systems such as SPC that monitored key process parameters and the Action Request System resulting in a reduction of late action requests by 85%
- Managed corporate quality systems and procedures in compliance to AS9100/ISO9001. Performed QMS internal audits to AS9100 and recommended quality improvements
- Managed all Customer Quality related issues for the HUMS value stream. Team exceeded customer delivered quality goal of 99.5%
- As a Greenbelt Six Sigma engineer, worked on resolving First Pass Yield problems with projects resulting in savings of over \$100,000

**INTEL CORPORATION** Dublin Ireland  
*Senior Data Analyst (Yield Analysis Engineer)* 2005 – 2007

- Monitored factory die yields, performed statistical data analysis, identified and corrected yield loss mechanisms detected at SORT
- Coordinated failure analysis of end of line electrical fails to help identify and reduce yield failures
- Diagnosed and problem solved deviant material, and ensured high quality product was shipped to customers resulting in no quality escapes to customers
- Conducted Data Mining – Solved several key integrated technology problems through data mining
- Intel Training Lecturer – Designed class materials and lectured on multiple topics from in-house software to analysis and modeling techniques. Trained 100 employees on average a year

**INTEL CORPORATION** USA (CO, OR, NM) & Ireland  
*Defect Reduction Engineer* 2000-2005

- Worked in 4 different FABs learning, transferring and ramping four leading edge microprocessor and flash memory process technologies
- Reduced baseline defect levels, kept copy exactly with the transfer FABs and responded to defect excursions
- Diagnosed yield related defected issues, optimized monitor inspection strategy, and supported module monitor development
- Designed, developed, and maintained the team's Webpage
- Authored training documents and Specs
- Managed four defect technicians for one year

## SKILLS AND LEADERSHIP

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**Software:** Microsoft Office, JMP 4/5/6/7, Minitab, Klarity, IFS, JSL scripting  
**Training:** Six Sigma Greenbelt Trained, ISO9001:2008 Lead auditor certified  
**Activities/Clubs:** Northeast Disabled Athletic Association Board Member. Play Wheelchair sports including – Wheelchair Tennis, Table Tennis, ski, and Wheelchair Basketball  
**Languages:** English (Native), French (Advanced), Spanish (Intermediate)

# KENDALL CHOW

224 Albany St. #286, Cambridge, MA 02139  
408-438-8589 ktchow@mit.edu

<b>Education</b>	<b>MASSACHUSETTS INSTITUTE OF TECHNOLOGY</b> Master of Engineering Logistics and Supply Chain Mgmt, May 2010  <b>CORNELL UNIVERSITY, Johnson Graduate School of Management</b> Master of Business Administration, June 2009, GMAT 730 VP Old Ezra Finance Club, VP Asia Business Association, VP Rugby Club, Dubai Trek, Management Consulting Practicum: Commercial Bank Operations,  <b>CARNEGIE MELLON, School of Computer Science</b> Master of Science Information Technology, December 2004  <b>UNIVERSITY OF CALIFORNIA, LOS ANGELES</b> Bachelor of Science Electrical Computer Engineering, June 2002 Intern, Foxconn Hon Hai Precision Corp: Developed wireless prototypes	<b>Cambridge, MA</b>  <b>Ithaca, NY</b>  <b>Pittsburgh, PA</b>  <b>Los Angeles, CA</b>
<b>Experience</b>	<b>CAHN CAPITAL CORPORATION</b> <b>Middle-Market Investment Bank, Venture Capital</b> <i>Summer Associate</i> <ul style="list-style-type: none"><li>• Advised 5 equity/debt private placements with \$70MM transaction value spanning media, internet, clean-technology, and real estate industries</li><li>• Developed new revenue stream models increasing company valuations</li><li>• Worked with C-level executives conducting due diligence on business strategies</li><li>• Collaborated with private equity and venture capitalists in share placements</li></ul>	<b>New York, NY</b>
2006-2008	<b>INDUSTRIAL TECHNOLOGY RESEARCH INSTITUTE</b> <b>Leading Technology Venture Capital Organization in Taiwan</b> <i>Associate Consultant</i> <ul style="list-style-type: none"><li>• Advised 20+ industrial projects for Taiwan's Ministry of Economic Affairs<ul style="list-style-type: none"><li>• Performed investment analysis, due diligence for 10+ portfolio seed companies</li></ul></li><li>• Created WiMAX incubation venture capital program, nurturing 10+ startup companies<ul style="list-style-type: none"><li>• Resulted in 100% portfolio valuation increase to \$200MM transaction value</li><li>• Derived program to accelerate ROI on Taiwan's \$664MM investment in WiMAX</li></ul></li><li>• Redesigned cold-logistics network for major Latin American country<ul style="list-style-type: none"><li>• Resulted in 20% increase to \$45MM in respective country's seafood exports</li></ul></li></ul>	<b>Taipei, Taiwan</b>
2005-2006	<b>SYSTEMS AND CHIPS, INC.</b> <b>Semiconductor Startup Funded by \$3MM in Venture Capital</b> <i>Engineering Manager for 20 person start-up</i> <ul style="list-style-type: none"><li>• Led \$1MM development of integrated circuit chipset, staying under budget and on schedule<ul style="list-style-type: none"><li>• Coordinated projects between teams in China, Taiwan, Middle East and U.S.</li><li>• Managed China operations, including hiring and training 6 engineers</li></ul></li><li>• Restructured global sales and marketing team generating first time revenue</li></ul>	<b>Taipei, Taiwan</b>
2003-2005	<b>INTEGRATED SILICON SOLUTION, INC.</b> <b>NASDAQ: ISSI</b> <i>Field Applications Engineer</i> <ul style="list-style-type: none"><li>• Led successful chip integration with a partner company, resulting in company acquisition</li></ul>	<b>Santa Clara, CA</b> <b>Hsinchu, Taiwan</b>
<b>Personal</b>	<ul style="list-style-type: none"><li>• Fluent in Mandarin</li><li>• Enjoy Rugby, Golf, Tennis, Basketball, and an avid pianist</li><li>• US Citizen</li></ul>	

# CHRISTINA SUJIN KIM

sujinkim@mit.edu

## EDUCATION

**MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT):** *School of Engineering* 8/09-06/10  
Masters of Engineering in Logistics / Supply Chain Management  
Awarded Full-Tuition Scholarship through MIT – Corporate Sponsored United Parcel Service Fellowship

**UNIVERSITY OF CALIFORNIA, BERKELEY:** *Walter A. Haas School of Business; College of Letters and Sciences* 8/99-5/03  
Simultaneous Degrees: B.S. Business Administration (GPA: 3.5/4.0); B.A. English (GPA: 3.6/4.0)  
April 2008 GMAT Score: 730 total score / 96% overall percentile rank / 5.5 AWA

## WORK EXPERIENCE

**OCCIDENTAL PETROLEUM CORPORATION (OPC)** 4/09-7/09  
*Senior Associate – Internal Audit & Corporate Oversight* Los Angeles, CA

- Led teams in Texas & South America to recover funds in excess of \$1.5m through supplier contract audits.
- Employed data analytics/modeling, interviewed OPC accountants & engineers, diagnosed risk, and researched best practices for presentation of dollar savings and operational improvement ideas to executive management.

**ERNST & YOUNG LLP** 5/03-4/09  
*Senior Business Analyst* San Francisco/Los Angeles, CA

- Led teams of 11 analysts to perform contract risk, marketing/advertising, operational and financial analysis for oil/gas, aerospace & defense, entertainment, consumer products & manufacturing Fortune 500 clients.
- Taught recurring, formalized training classes of 25 employees. Submitted materials to the E&Y Global Learning Center for internationally standardized training content. Monetary Spot Bonus Performance Award.
- Achieved “Exceeded Expectations” Performance Review Ratings (top 2%) every year since 2003.

**BOEING SATELLITE SYSTEMS (BSS)** 5/01-8/01  
*Summer Intern - Supply Chain Management / Processes and Tools Integration* El Segundo, CA

- Cut costs over 10% in SCM department by developing 12 flowcharts that resulted in successful business streamlining initiatives. Awarded 2001 Outstanding Innovation Intern distinction.
- Conducted 26 interviews with management to diagnose 12 cases of overlap, backlogs & redistribution of responsibilities among process owners in 7 different value chain areas.

**UC BERKELEY RESOURCE DEVELOPMENT, OFFICE OF ASSISTANT TO THE VICE CHANCELLOR** 8/02- 1/03  
*University Resource Development Analyst* Berkeley, CA

- Generated \$100K annually in 27 UCB business partnerships to increase funding for school programs.
- Managed budgeting, receivables & client screening for advertisement space sales on the 7 UC campus shuttles.

**CREDIT UNION FOR BERKELEY STUDENTS (CUBS)** 1/00-5/01  
*Chief Financial Analyst / Programs Coordinator* Berkeley, CA

- Increased clientele by 324 accounts (22% increase over prior yr.) by reorganizing CUBS’ organizational design.

## COMMUNITY & PROFESSIONAL ACTIVITIES

**THE HARMONY PROJECT, NON-PROFIT COMMUNITY ORGANIZATION** 6/08-Present  
*Board of Directors, Corporate Sponsorship Lead* Los Angeles, CA

- Youngest director of 15-member board consisting of C-level executives committed to providing free musical instruction & instruments for low-income children in LA. Led benchmarking and success measurement effort.
- Led corporation pitches & created presentation templates to launch new corporate sponsorship committee.

**MUSIC TEACHER’S ASSOCIATION OF CALIFORNIA (MTAC), YOUNG ARTISTS GUILD** 9/96-Present  
*Private Violin instructor / Professional Violin Soloist* Berkeley, CA

- Concertmaster & First Violin: LA Phil Honor Orchestra, UC Berkeley Symphony, Marrowstone Festival.
- Performed in 200+ concerts, including at the Dorothy Chandler Pavilion with the Los Angeles Philharmonic.

**ALPHA KAPPA PSI, PROFESSIONAL BUSINESS FRATERNITY** 9/00-Present  
*Scholarship Chairman, Community Service Chair, Historian of the Gamma Pledge Class, Alumni Mentor* Berkeley, CA

- Led resume & essay workshops for members to achieve 100% acceptance into the Haas Undergraduate Prgm.
- Spearheaded fraternity involvement in community outreach programs such as VITA Community Tax-Aids.

**UC BERKELEY HAAS SCHOOL OF BUSINESS, EXTERNAL CASE COMPETITION TEAM** 8/02 – 5/03

- Top 6% (16/258) at Haas selected to travel & compete with int’l universities (UW Global Business Challenge).

# Sooduck (Alex) Chung

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## EDUCATION

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- Massachusetts Institute of Technology - Cambridge, MA, USA** **2010**  
◆ Candidate for M.Eng. in Logistics, June 2010  
◆ September 2008 GRE Score: Verbal 750(99%)/Quantitative 800(94%)
- Seoul National University – Seoul, Korea** **2009**  
◆ B.S. cum laude in Material Science and Engineering & Technology Management (dual degree) GPA 3.64/4.3
- Stanford University – Stanford, CA, USA** **2007**  
◆ Summer visiting student for general studies, GPA 4.0/4.0

## WORK EXPERIENCE

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- The Boston Consulting Group – Seoul, Korea** **Feb ~ May 2009**  
*Research Assistant*  
◆ Built a group-wide risk management system for a leading Korean financial holding company, based on Basel II standard and global best financial risk management practices  
◆ Identified best practices in global financial risk management to serve as a benchmark by analyzing annual reports of 25 global leading financial institutions  
◆ Produced financial risk management reports, which composed more than 20% of the final deliverable.
- PwC (Pricewaterhouse Coopers) Samil – Seoul, Korea** **Jul 2008**  
*Intern, FAS (Financial Advisory Service) 6<sup>th</sup> team*  
◆ Conducted research for potential M&A deals on companies in the electronics industry, this research consisted of analyzing financial statements and relevance between companies manufacturing processes.
- Compound Semiconductor Epitaxy Laboratory, SNU – Seoul, Korea** **Mar ~ Jun 2008**  
◆ Graduate project research: produced blue LED with metal organic chemical vapor deposition (MOCVD) system and analyzed effect of crystallinity and surfacial structure on the performance of LED
- United States 8<sup>th</sup> Army, Installation Management Agency – Korea Region Office** **Sep 2003 ~ Sep 2005**  
*NCO (Non-commissioned Officer), ROKA (Republic of Korea Army) Staff Office*  
◆ Served for the ROK Army in a US Army base as a part of Korean Augmentation to the US Army program  
◆ Kept report errors at 0% while serving as the non-commissioned officer in charge of the office composed of 6 soldiers  
◆ Awarded the Best ROK-US Friendship Activity Award by the ROKA Support Group Commander
- CIF (Central Issuing Facility), Area 1**  
◆ Participated in the operation and the planning of the main distribution center and three subsidiary distribution centers to serve more than 20,000 soldiers of U.S. Army 2nd Infantry Division
- Daeduck Inc. – Seoul, Korea** **Jan ~ Sep 2003**  
*Communication Officer*  
◆ Reduced shipping cost by 21% by facilitating the communication between foreign supply chain partners and manufacturing facilities in Daegu area.

## ACTIVITIES

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- Association of Student Ambassadors-Korea (ASA-K)** **Jun 2007 ~ Jan 2008**  
*Founder, Board Member – P/R Manager*  
◆ Founded and led an alliance with student ambassadors of 19 other Korean universities to increase interaction between groups and perform more influential projects
- Seoul National University Student Ambassadors (SSA)** **Apr 2006 ~ Jan 2008**  
*Council Member - Event Manager, Head of Protocol, Publication Team Manager*  
◆ Led the conversion of SSA to an active student group dealing with various practical internationalization issues of SNU  
◆ Generated sponsorship donations worth more than \$7,000 for various events  
◆ Raised SSA Scholarship Fund amount \$2,500 by selling T-shirts to support foreign students in SNU  
◆ Awarded the SSA Friendship Award, from the president of SNU
- Next Generation CEO (N-CEO – SNU Main Business Honor Society)** **Sep ~ Dec 2007**  
◆ Studied 20~30 hours about business issues each week and presented about the issue at weekly sessions
- Material Science and Engineering College Basketball Club** **Aug 2002 ~ Sep 2005**  
*Team Leader*  
◆ Led the team to the 2nd place in the regular MSEBA league, and the 2nd place in the playoff

## SKILLS AND OTHER INFORMATION

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|----------------|--|
| Languages      | Korean (Native), English (Fluent, TOEFL: 111/120)  |
| Skills         | MS Office(Word, Power Point, Excel) , Adobe Photoshop & Illustrator, C++, SQL, Visual Paradigm |
| Certifications | Word Processor 1 <sup>st</sup> class certificate   |

**EDUCATION**

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**Massachusetts Institute of Technology** 2010

Master of Engineering in Logistics and Supply Chain Management

MLOG Ambassador; MBlogger

**University of California, Davis** 2004

Bachelor of Arts in International Relations

Education Abroad Program at Universidad de Chile 2002

**EXPERIENCE**

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**Independent Management Consultant, Philadelphia, PA** 2008 – 2009*(Established full-service management consulting operations by transitioning clients from The Widing Group to independent contracts)***Camden County Workforce Investment Board**

- Initiated the implementation phase of a high-profile US DOT demonstration project to optimize the provision of human service transportation through increased coordination.
- Coordinated ITS technology design, procurement and stakeholder outreach.
- Using a systems engineering approach, prepared project plans and administrative reports to federal and state funding agencies.
- Supported the development of a community-based system of transportation in Camden City.
- Secured over \$100,000 in funding to sustain the project in future years.

**Delaware County Workforce Investment Board**

- Leveraged partnerships with leaders in business, state/local government, non-profits and media, to organize programs that further career awareness and leadership among high school students.

**The Widing Group, Inc., Philadelphia, PA** 2005–2008*(A boutique consulting firm specializing in workforce development)***Associate**

- Developed two competitive Tier 1 grants from US DOT totaling more than \$1,100,000.
- Spearheaded analysis of labor market information and developed industry and occupational trends analyses in support of strategic planning.
- Launched a series of career exploration events for over 1000 middle and high school students, and their educators. Engaged industry professionals in mentoring activities. Recognized by the Commonwealth of Pennsylvania as a best practice model for the healthcare industry.

**Client Coordinator**

- Performed internal management of all company projects, client assignments, conferences, forums, conference calls, and client meetings.

**Centro de Derechos Humanos y Ambiente (CEDHA), Córdoba, Argentina** 2003**World Trade and CSR Intern**

- Translated *Issues Paper* from Spanish to English; was presented at 2003 FTAA Ministerial.

**PERSONAL**

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- Member, Greater Philadelphia Ivy Connection (2005-2009); Executive Board (2008-2009).
- Proficient in Spanish.



EDUCATION

<b>Massachusetts Institute of Technology</b> , Cambridge, MA Master of Engineering in Logistics and Supply Chain Management	2010
<b>University of Porto Business School</b> , Portugal Executive MBA in Management (Finance)	2004
<b>Lisbon University Institute</b> , Portugal Bachelor of Science in Business Management and Administration (Marketing)	1996

WORK EXPERIENCE

<b>Kraft Foods (Belgium &amp; Luxembourg), Senior Sales Manager</b> , Retail Business With revenues of \$37 billion, Kraft Foods Inc. is one of the world's largest food and beverage companies.	2005-2008
<ul style="list-style-type: none"> <li>Reported to Sales Director. Responsible for \$100m in sales (25% of total Kraft sales). Managed a budget of \$25m.</li> <li>Responsible for definition and achievement of company's sales objectives and strategies. Utilized the management and development of my customer group (hypermarkets, supermarkets and convenience stores). Created sales opportunities and maximized sales to achieve volume, market share and revenue within each category and customer. Led contract negotiations, and held P&amp;L and budget responsibilities.</li> <li>Directly managed team of Key Account Managers and a Promotional Manager. Leader of the Carrefour Virtual Team, including KAM's, Customer Marketing, Supply Chain and Sales Representatives. Carrefour is the world's second largest retailer and the largest in Europe (2006 revenue: \$150 billion).</li> <li>Reversed 4 years of negative sales performance of Carrefour confectionery, delivering +2% growth. Consistently overachieved sales and budget targets.</li> </ul>	
<b>Kraft Foods (Portugal), National Account Manager</b> , Organized Retail	2004-2005
<ul style="list-style-type: none"> <li>Reported to General Manager. Managed seven Key Account Managers and a network of ten Sales Representatives.</li> <li>Responsible for sales through the Organized Retail Channel representing 85% of total sales.</li> <li>Designed, implemented and adjusted sales plans and programs for entire Kraft portfolio, with a focus on building a strong distribution channel. Succeeded in reaching an agreement, after two years of negotiation, with LIDL to sell Kraft products.</li> </ul>	
<b>Kraft Foods (Portugal), National Account and Trade Marketing Manager</b> , Modern Trade	2003-2004
<ul style="list-style-type: none"> <li>Reorganized and managed sales through the Modern Trade Channel (Hypermarkets, Supermarkets, Hard Discount), representing 60% of total sales. Managed a team of 13 Key Account Managers and Sales Reps.</li> <li>Developed category management programs with key retailers in the strategic category of confectionery.</li> </ul>	
<b>Kraft Foods (Portugal), National Account Manager</b> , Modern Trade	2002-2003
<ul style="list-style-type: none"> <li>Responsible for sales through the Modern Trade Channel. Managed a team of five Key Account Managers.</li> <li>Implemented key international best practices.</li> </ul>	
<b>Kraft Foods (Portugal), Trade Marketing Manager</b> , Confectionery Business Team	2000-2002
<ul style="list-style-type: none"> <li>Responsible for brands: Milka, Toblerone, Suchard Express and Sugus (64% of total sales) via all Kraft customers.</li> <li>Achieved market leader position for the Milka tablet brand for the first time.</li> </ul>	
<b>San Miguel Portugal, Key Account and Trade Marketing Manager</b>	1998-2000
San Miguel Portugal distributed the world's best-selling Spanish beer.	
<ul style="list-style-type: none"> <li>Responsible for sales and trade marketing through retailers, as well as food service customers.</li> <li>Successfully renegotiated all contracts, exceeding sales quotas. Established relationships with new retailers.</li> </ul>	
<b>Innovitech – Metaforia, Assistant Manager of the V.R. Hall</b> , Lisbon World Exhibition	1998
A consulting company assigned to develop a \$20m project for the world's first Virtual Reality Pavilion at the "Expo'98".	
<ul style="list-style-type: none"> <li>Responsible for managing and training the technical and operational supervisors overseeing a team of 200.</li> <li>Accomplished target of 99% up-time.</li> </ul>	
<b>Movijovem - Agency of Youth Tourism, Marketing Manager</b> , Youth Card Portugal	1996-1998
A Portuguese not-for-profit organization managing the national network of youth hostels and the national Youth Card.	
<ul style="list-style-type: none"> <li>Responsibilities included budgeting, managing a team of 13, media planning, sponsorship strategy, direct mailings, promotional events, as well as representing the Portuguese organization in international conferences.</li> <li>Increased card-holders by 15%. Increased the penetration of the Youth Card by 2 percentage points.</li> </ul>	

ADDITIONAL INFORMATION

- Fluent in English, French, Spanish and Portuguese.
- Proficiency in Microsoft Office tools, SAP ERP.
- US permanent resident.

# MICHAEL FARREY

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## EDUCATION

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**Massachusetts Institute of Technology** – Cambridge, MA 2010  
Master of Engineering in Logistics and Supply Chain Management

**University of Dayton** – Dayton, OH 2002  
Bachelor of Science in Mechanical Engineering

## EXPERIENCE

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**Booz Allen Hamilton** 2002-2009  
*Senior Consultant*

**Fleet Optimization Modeling** McLean, VA 2007-2009

- Led analysis effort for US Air Force Very Important Person Special Airlift Mission (VIPSAM) Analysis of Alternatives
- Created a discrete-event simulation which showed the most effective airplane fleet size for transporting senior leaders in the United States government domestically and abroad
- Used to decide the future of 27 multi-million dollar aircraft
- Please contact for questions regarding security clearance

**Wide Body Aircraft Analyst** McLean, VA

- Provided information and analysis to US Air Force necessary for recapitalization of the VC-25A (primarily used as Air Force One) and E-4B aircraft

**Surface to Air Missile Modeling** Dayton, OH 2002-2007

- Developed of computer model simulating surface to air missile engagements
- Modeled weapon trajectories, guided bombs, and survivability of airborne systems
- Wrote documentation to verify accuracy of model outputs

**Wargaming** Dayton, OH

- Analyst for *Technology Seminar Game II* wargame sponsored by the US Air Force Research Laboratory identifying technologies the Air Force should invest in that will be relevant in the year 2027

**Motoman Robotics**, Troy, OH 1999-2002

*Research and Development Intern*

- Created installation program for the company's first Windows based computer robot controller

## LEADERSHIP

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Head Rowing Coach - Thomas Jefferson H.S. for Science and Technology (2008-2009)

Head Rowing Coach -University of Dayton (2003-2007),

- Coached NCAA Division I women's program with a staff of 5 part time coaches and 65 athletes
- Youngest head coach in the athletic department

# CHRISTINE L. HEBERLEY

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## EDUCATION

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**MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA** 2010

Master of Engineering in Logistics and Supply Chain Management

Thesis: *Pharmaceutical Supply Chain Scale Up for Partners in Health-Haiti*

**WEBB INSTITUTE, Glen Cove, NY** 2002

Bachelor of Science in Naval Architecture and Marine Engineering

- Recipient of Webb's Patrick Matrascia Good Shipmate Award
- Attended on four-year full scholarship

## PROFESSIONAL EXPERIENCE

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**MARINE SYSTEMS CORPORATION, Boston, MA** 2008-2009

*Naval Architect/Structural Engineer*

- Performed strength and mooring analyses on various commercial and government vessels
- Provided engineering support to the US Navy LCAC hovercraft program
- Analyzed existing HVAC shipboard systems to assess adequacy for modified or expanded usage

**GENERAL DYNAMICS ELECTRIC BOAT, Portsmouth, VA** 2004 – 2008

*Senior Engineer: EB Liaison Office at Norfolk Naval Shipyard*

- Responsible for developing and directing installation procedures of structural conversion work for the USS FLORIDA (SSGN 728) and GEORGIA (SSGN 729) submarines
- Provided prompt engineering resolutions for urgent structural and mechanical trades problems, allowing critical path items to be completed on time or ahead of schedule
- Resolved drawing and specification deviations reported by Quality Assurance technicians
- Interfaced daily with Supervisor of Shipbuilding Groton, Naval Sea Systems Command, and Norfolk Naval Shipyard to coordinate depot-level work and resolve various issues

**GENERAL DYNAMICS ELECTRIC BOAT, Newport News, VA** 2003-2004, 2008

*Senior Engineer: EB Virginia Class Program Office at Northrop Grumman Shipbuilding*

- Worked with Northrop Grumman VIRGINIA Class waterfront engineering to provide structural, mechanical, piping and electrical engineering resolution to support to daily construction of VIRGINIA Class submarines
- Provided engineering guidance to Electric Boat structural, piping and electrical designers to assist in their resolution of construction problems
- Department lead on coatings, materials and welding issues

**GENERAL DYNAMICS ELECTRIC BOAT, Groton, CT** 2002 – 2003

*Engineer: Non-Pressure Hull Structures*

- Designed various non-pressure hull SSGN Class Submarine structures
- Responsible for finite element analysis of VIRGINIA and SSGN Class structures
- Department liaison to the Electric Boat-Quonset Point facility, providing manufacturing engineering support for trades foremen and construction supervisors

## ADDITIONAL INFORMATION

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- Internships: Cummins, Ingalls Shipbuilding, Society of Naval Architects and Marine Engineers (SNAME), CSX Transportation, National Steel and Shipbuilding Company
- Webb Institute Class of 2002 President, 1999-2002
- Hold a DoD Secret security clearance

## Matthew Hoover

101 Western Ave #22, Cambridge, MA, (617) 599-4788  
mhoover@mit.edu

### EDUCATION

**Massachusetts Institute of Technology**, Cambridge, MA **2010**  
Master of Engineering in Logistics and Supply Chain Management  
Half-tuition fellowship

**University of Maryland**, College Park, MD **2007**  
Master of Public Policy - International Security and Economic Policy  
GPA: 3.9; Presidential Management Fellowship finalist  
Teaching assistant for a graduate level course in International Economic Policy

**Duke University**, Durham, NC **2002**  
Bachelor of Science in Economics

### WORK EXPERIENCE

**Logyca Supply Chain Consulting**  
*Supply Chain Researcher*, Bogota, Colombia **2009**

- Conducted research on pharmaceutical supply chains in Colombia through site interviews and literature review and developed a report summarizing the industry and detailing a list of recommendations

**Innovations for Poverty Action**  
*Project Coordinator*, Accra, Ghana **2007-2009**

- Initiated and managed projects assessing economic development and public health initiatives in Ghana
- Designed and implemented long-term randomized control evaluations of a savings & loan program, a community development strategy, and the provision of consulting services to tailors
- Developed assessment tools for economic and health outcomes, conducted regression analysis, and wrote reports for principal investigators at Yale University
- Supervised over 100 field workers and created project budgets in excess of \$300,000

**The Brookings Institution, Center on Social and Economic Dynamics**,  
*Research Assistant for Dr. Carol Graham*, Washington, DC **2005-2007**

- Conducted research and regression analysis on property rights in squatter communities and on optimism in the developing world. Co-authored papers on both topics

**Universidad San Martin, Centro de Investigacion de Economia**  
*Research Assistant for Dr. Richard Webb*, Lima, Peru **2006**

- Performed economic research on the impact of a land titling program in Peruvian squatter communities

**Banc of America Securities, Global Markets Group**  
*Healthcare Public Finance Analyst*, Jacksonville, FL **2004-2005**

- Developed financial models to determine the best method of raising capital for hospitals
- Created presentation materials for client and rating agency visits

*Loan Syndication Analyst*, Charlotte, NC **2004**

- Wrote weekly research pieces capturing current market trends and conditions
- Ranked in the top 10% of my analyst class for two consecutive years

*Commercial Mortgage Backed Securities Trading Analyst*, Charlotte, NC **2002-2004**

- Composed relative value write-ups comparing our deals to those from other banks
- Constructed financial models and analyzed research for bonds

### ADDITIONAL INFORMATION

- 2x captain and 4-year varsity letterman for Duke University's wrestling team
- Volunteered with St. Matthew's Social Justice group and as a high school wrestling coach
- Intermediate fluency in Spanish.
- Proficient in STATA, Bloomberg and Microsoft Office

**EDUCATION**

- Massachusetts Institute of Technology**, Cambridge, Massachusetts 2010  
*Master of Engineering in Logistics & Supply Chain Management*
- University of Southern California**, Los Angeles, California 2003  
*Bachelor of Science, Business Administration*  
Double Emphasis: Operations Management and Information System
- Bachelor of Arts, East Asian Languages and Cultures* 2003  
Emphasis: Japanese Language and Culture
- Waseda University**, Tokyo, Japan 2003  
*Certificate, completion of the one-year study abroad program*

**PROFESSIONAL EXPERIENCE**

- Sanyo Fisher Company/Kyocera Sanyo Telecom Inc.**, Chatsworth, California 2004 - 2008  
*Reverse Logistics Process Manager, 2006 – 2008*
  - Managed a \$33MM mobile phone parts supply chain from new product introductions to order fulfillments
  - Developed and modified operations processes both internally and at service centers to improve efficiency
  - Led the SAP implementation for service spare parts during the Kyocera-Sanyo merger. Completed the project in three months, a Kyocera Corporation record
  - Led various projects to shorten parts lead time, reduce inventory, and minimize end-of-life inventory
  - Conducted annual vendor assessments and quarterly physical inventories
  - Contributed to the tactical and strategic planning for reverse logistics operations
  - Collaborated with cross-functional teams to expand business relationships with customers, such as Sprint, RadioShack, Qwest, Bell Mobility, Flextronics, Embarq, Mobile ESPN, etc.
- Reverse Logistics Analyst, 2004 – 2006*
  - Created lifecycle analyses to forecast parts demands, predict handset returns, and identify potential quality issues
  - Developed an automated PO system within AS/400 to shorten the processing lead time from eight hours to 20 minutes
  - Contributed to the increase in annual revenue from \$400MM to \$1.1B with a division of 25 individuals
  - Managed the creation of service parts lists and service manuals
- Neutrogena Corporation – Johnson & Johnson Company**, Los Angeles, California 2001 - 2002  
*Project Management Co-Op*
  - Conducted operations assessment to determine project timeline and feasibility
  - Ensured milestone completion to achieve launch date commitments
  - Eliminated non-value added activities to streamline product launch processes
- Ingram Micro**, Santa Ana, California 2001  
*USC Operations Management Student Consulting Team Member*
  - Identified bottlenecks in the distribution process and inventory control system
  - Proposed the implementation of RFID to improve efficiency and accuracy
- GigaFast Inc.**, City of Industry, California 2001  
*Logistics & Warehouse Operations Intern*
  - Managed daily warehouse shipping and receiving operations
  - Implemented a barcode solution to improve inventory control
- DBTEL Inc.**, Debrecen, Hungary 2000  
*Hungary Mobile Phone Investment Project Intern*
  - Conducted cost-benefit analyses for the factory’s relocation from China to Hungary for the European market
  - Acquired investment subsidy from the Hungarian government officials

**SKILLS**

- ERP Knowledge: AS/400, SAP
- Packages: Microsoft Office, Microsoft Project, PageMaker, Visio
- Programming Language: HTML, Java, Java Script, VBA
- Language Skills: Fluent in Chinese and Japanese

**ACTIVITIES**

- Director of Activity, USC Operations Management Association 2001 - 2002
- External Vice President, USC Chinese Student Association 1998 - 2000

**INTERESTS**

- Interest: Basketball, Japanese literature, travel enthusiast, avid follower of NBA and NCAA Football
- Personal: U.S. Citizen

# Apichart Jearasatit

550 Memorial Dr. #13E-1 ♦ Cambridge, MA 02139 ♦ 617-943-036 ♦ apicharj@mit.edu

## EDUCATION

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- Massachusetts Institute of Technology** – Cambridge, MA 2010  
Master of Engineering in Logistics and Supply Chain Management
- King Mongkut's Institute of Technology Ladkrabang** – Bangkok, Thailand 2004  
Bachelor of Engineering in Telecommunication with High Honors

## PROFESSIONAL EXPERIENCE

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- Pan Cargo Service Co., Ltd.** – Chiangmai, Thailand 2007 – 2009  
*Logistics planner*

- Initiated a database application, which enable to make better transportation planning and reduce operation costs by 10%
- Developed a demand forecasting model, which increase warehouse space utilization for 15%

- Samart Communication Services** – Bangkok, Thailand 2006 – 2007  
*Pre-Sales Engineer*

- Designed IT solutions based on clients businesses, created and executed project plans and implementation procedures
- Supervised engineers and sub-contracts in all phases to ensure effective and timely customer services and responses

### Highlight Achievement:

- Thailand interactive e-learning project, budget \$88 mm
  - Collaborated with Thailand Ministry of Education to develop an e-learning system for 36,000 public schools and succeeded in implementing a pilot phase for 50 regional schools.
- Metro LAN North-Eastern, budget: \$18 mm
  - Introduced an internet infrastructure to support voice communication in 19 cities of Thailand
- Suvarnabhumi International Airport network expansion, budget: \$15 mm
  - Expanded wireless networks to support IP phones in passengers terminal areas
  - Succeeded in negotiating with suppliers to reduce maintenance and training costs for \$0.4 mm
- Electricity Generating Authority of Thailand's network security system, budget: \$5 mm
  - Established IT security that allows centralized administration of computers in all branches, enabling higher IT efficiency and preventing IT equipment disruptions.

- Toyota Tsusho Network Integration** – Bangkok, Thailand 2005 – 2006  
*Network Engineer*

- Led a team of 5 setting network infrastructures and monitoring system in Toyota production plant, enabling centralized control system throughout the plants and providing real-time production management and summarizing daily reports

- Yokogawa Company** – Bangkok, Thailand 2004  
*Sales Engineer*

- Prepared sales strategy and built relationships with targeted customers necessary to drive long-term business objectives

## AWARDS / SCHOLARSHIPS

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- Royal Thai Government Scholarship for master degree in logistics and supply chain management
- Ministry of Science and Technology Scholarship studying in IT at Infosys Technologies, India
- KMITL Scholarship to take a training course in fiber optic communication at Tokai University, Japan

## LEADERSHIP / ACTIVITIES

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- Consultant introducing strategies to improve Asia's debit card industry, worked with Kaiser Associates, DC, USA
- Committee of Thailand e-learning project, selected by Ministry of Education, Thailand
- Project organizer in the Longan Fruit Festival & Walking Street, elected by The Chiangmai Chamber of Commerce
- Team leader in establishing educational tour program at the first Thailand subway construction sites

## RELEVANT SKILLS

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**Technology:** RFID, VOIP, Wireless, Video Conference, IPstar Satellite, ADSL, IT-Security

**Software:** MS-Offices, Window2003Server, MATLAB, Visual C, JAVA

# Julia M. Collins

## EDUCATION

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- MASSACHUSETTS INSTITUTE OF TECHNOLOGY**, Cambridge, MA 2010  
Masters of Engineering in Logistics and Supply Chain Management  
Thesis: *Is Bigger Better? An Analysis of Lane Definition Impact on Transportation Rates*
- WELLESLEY COLLEGE**, Wellesley, MA 2005  
Bachelor of Arts, History and Art History Double Major
- JAGIELLONIAN UNIVERSITY**, Krakow, Poland 2002, 2003  
Polish history, language, and art summer fellowship through Tomaszkievicz-Florio scholarship

## EXPERIENCE

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- ZEBRA TECHNOLOGIES, INC.**, Vernon Hills, IL 2008-2009  
*Global Supply Chain Planner*  
Worked as part of ad hoc Global Supply Chain (GSC) team to facilitate transition of manufacturing from domestic, in-house plant to overseas, contract manufacturer (CM).
- Worked independently and with team to define role of new GSC group within the Zebra organization.
    - Provided reports of project status to upper management using PowerPoint.
    - Participated in implementation of Oracle Advanced Supply Chain Planning system.
  - Planned transition of three product lines to CM within a time sensitive, highly reactive environment.
    - Successfully planned product ramp up at CM and ramp down at domestic plant to ensure adequate material availability while optimizing inventory levels during transition.
    - Assessed transition readiness by interfacing with product management, engineering, inventory, and domestic manufacturing teams and contract manufacturer.
  - Created a rolling, 12-month product forecast during transition period to ensure adequate finished goods inventory levels and enacted purchase orders to provide seamless transition for customers.
    - Analyzed raw sales data to generate forecasts at both the individual SKU and product family level.
- EUROMARKET DESIGNS, INC. d/b/a CRATE AND BARREL**, Northbrook, IL 2006-2008  
*Import Associate*  
Worked as part of team to facilitate efficient and cost-effective importing of merchandise for leading national housewares retailer.
- Created a model in Excel of freight forwarder performance and identified core areas for improvement.
  - The model directly resulted in cost savings to Crate and Barrel.
  - Provided analysis in support of contract renegotiation for major freight forwarders and steamship lines.
  - Created and maintained accurate, complete records of shipments, including calculation of import costs.
  - Effectively communicated with vendors and transportation providers to maintain service level standards.

## ADDITIONAL INFORMATION

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- CHICAGO WELLESLEY CLUB**, Chicago, IL 2006-2007  
*Vice President, Community Service*
- Led the Club's Community Service Committee in its inaugural year.
  - Developed long-term community service goals for the CWC, establishing relationships with two organizations dedicated to women's education.
  - Established participation in a weekly computer literacy mentoring program for pre-adolescent girls.

## SKILLS

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- Proficiency in Oracle Discoverer and Advanced Supply Chain Planning tools. Additionally proficient in Microsoft Word, Excel, Access, PowerPoint, Photoshop, and Dreamweaver.
- Basic French and Polish.
- Dual U.S. and E.U. citizenship.

**Kenneth Kanyagui**  
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## **EDUCATION**

### **Massachusetts Institute of Technology (MIT)**

*Master of Engineering in Logistics and Supply Chain Management*

- Management Coursework concentrated in Engineering Systems Division and Sloan School of Management
- Awarded International Logistics Fellowship

**Cambridge, Massachusetts**

*June 2010*

### **Babson College**

*Master of Business Administration*

- Concentration in Entrepreneurship and Global Business Management

**Babson Park, Massachusetts**

*August 2010*

### **Bentley College**

*Bachelor of Science, Finance*

**Waltham, Massachusetts**

*May 2005*

## **PROFESSIONAL EXPERIENCE**

### **Ernst & Young LLP**

*Human Capital – Senior Tax Associate*

- Managed two global teams and a multi-million dollar budget in the implementation of IRS Regulation 7216 on various client engagements.
- Successfully designed and supervised the implementation of a foreign tax credit model on two major client engagements that resulted in approximately \$7 million in tax savings over a period of eight months.
- Assisted on a business proposal that resulted in successfully selling over \$3.2 million in Swiss pension advisory services to a major Swiss pharmaceutical company.
- Managed global tax compliance and consulting teams in delivering consistent timely and quality client service which led to a 40% decrease in client complaints over a six months period.

**Boston, Massachusetts**

*2008 – 2009*

### **Deloitte and Touche USA LLP**

*Global Employer Services – Tax Consultant II*

- Utilized various internal and external technology applications to manage the flow of compliance projects for expatriates and inpatriates populations to ensure IRS and other foreign regulatory agencies compliance.
- Supervised various multi-million dollar tax consulting projects, assisted in the administration of company tax programs, and managed international assignee populations of various clients.
- Performed US tax law research in coming up with tax saving strategies that helped a client in avoiding over \$2 million in tax exposure.

**Boston, Massachusetts**

*2007 – 2008*

### **Deloitte and Touche USA LLP**

*Property Tax Services - Analyst*

- Performed commercial real estate income and expense analysis, analyzed comparable property transactions, and assisted in the preparation of appraisal reports for presentation at assessor appeals board hearings.
- Performed due diligence, prepared and filed annual business property tax returns. Researched market information and relevant tax law and identify property tax saving strategies for clients.

**Boston, Massachusetts**

*2005 – 2007*

### **United Parcel Service (UPS)**

*Operations Supervisor*

- Directed and supervised team of 14 in processing an average of 16,000 packages per work shift.
- Organized workload and manpower availability to optimize productivity and efficiency.

**Watertown, Massachusetts**

*2001 – 2005*

## **PERSONAL**

### **Technology Brokers LLP**

*Founder and Partner*

- Wrote the business plan and obtained start-up funding.
- Negotiate business contracts with clients overseas and other stake holders, including suppliers, and international shipping agents. Oversee company's financial and operational performance.

**Somerville, Massachusetts**

*December 2006 - present*

## **OTHER**

- Proficient in Microsoft Office and various tax accounting software.
- Received Applause Award at Deloitte and Touche for improving new hire transitioning process.
- Received two Outstanding Performance Awards at Deloitte and Touche for hard work and dedication.
- Received Outstanding Supervisor Award at UPS for improving area production by 25% over a three-month period.
- Enjoy traveling (travelled to 38 US states and 6 countries); reading history books; avid follower of the NBA.
- American Field Service (AFS) and International Exchange Programs (IEP), Ghana– 10th year volunteering.



# KARN BUDHIRAJ

karnb@mit.edu

## EDUCATION

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### MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA

M.E in Logistics and Supply Chain Management

2010

- GMAT: 700
- Acquiring skills in Demand Forecasting, Inventory and Risk Management and Stochastic Systems Modeling

### UNIVERSITY OF MICHIGAN, Ann Arbor, MI

B.S.E in Industrial and Operations Engineering

2006

- Graduated magna cum laude with a cumulative G.P.A 3.7/4.0

## EXPERIENCE

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### DELOITTE CONSULTING, McLean, VA

2006 - 2009

Supply Chain Consultant

- Advised clients to make process improvements by incorporating industry best practices within their Purchasing and Warehousing operations. Optimized supply chains operations of Fortune 100 clients with ERP solutions such as SAP and IBM Maximo
- Received the Deloitte outstanding performance cash award twice, was promoted to consultant and was consistently ranked in the top 10% of the firm.
- Standardized material, vendor and inventory record keeping for a large utilities client which led to significant procurement cost savings and a recovery of \$750,000 worth of previously missing inventory
- Created project management metrics to support decision making and project oversight for Deloitte senior management and C-level client executives. Streamlined project reporting by automating production and availability
- Managed the productivity of 43 offshore team members by monitoring performance metrics and hosting daily status calls
- Spearheaded a Functional Center of Excellence seminar on innovative tools for ERP projects and presented it to Deloitte's 200 plus Enterprise Applications practice

### GOLDMAN SACHS & CO, New York, NY

2005

Summer Analyst

- Led the creation of a worldwide collaboration platform for Goldman's Global Investment Research department which allows researchers to collaborate on proprietary Investment Research documents and models
- Aided Investment Research Analysts with modeling techniques and data analysis for Equity Research

### UNIVERSITY OF VIRGINIA, Charlottesville, VA

Teaching Assistant to Professor for Ordinary Differential Equations (Core Engineering Course)

2004

- Taught Ordinary Differential Equations to a class of 35 Engineering undergrads and graduate students

## LEADERSHIP

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### COMMUNITY IMPACT

- Led a 56 person group volunteer effort, for a large Washington D.C charity, that made three shelters fully operational for the homeless 2009
- Organized and led a team of 17 co-workers who wired and dry walled a Habitat for Humanity home for an underprivileged family with four young children. 2008
- Co-led Special Olympic sprints heats in Long Island, NY for the mental disabled children 2005

### INVESTING

- Led a team of peers from engineering school that created a computer algorithm that synthesizes scattered financial information from multiple web sources into a comparative analysis tool and filters the best investment candidates for personal investments

### COMPUTER SKILLS

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- **Environments:** Windows 9x/2x/NT/XP, Red hat Linux 7.1
- **Programming Languages:** MS Visual C++, HTML, JavaScript, Java and Visual Basic 2003.Net.
- **Applications:** MS Office, MS FrontPage 2007, MS Visio, Minitab
- **Certifications:** MCSE (MS Certified Systems Engineer) MCSA (MS Certified Systems Administrator)
- **ERP Packages:** SAP (Materials Management module), IBM Maximo.
- **Additional:** UML (Unified Modeling Language), Relational Database Modeling, SQL

**Other:** U.S. Citizen.      **Languages:** Hindi (Native), Punjabi (Fluent)

# KRISTIN JARAMILLO

E-mail: kristin5@mit.edu

- Education: **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** Cambridge, MA  
Master of Engineering, Supply Chain Management and Logistics, May 2010
- NORTHWESTERN UNIVERSITY, KELLOGG SCHOOL** Evanston, IL  
Director Development Program Graduate, November 2005
- FORD TECHNICAL EDUCATION PROGRAM FOR ENGINEERS** Dearborn, MI  
Certified in 13 engineering disciplines & Six Sigma 2004
- KETTERING UNIVERSITY** Flint, MI  
Mechanical Engineering Program, 2003-2004
- MICHIGAN STATE UNIVERSITY, HONORS COLLEGE** East Lansing, MI  
Bachelor of Science, Physiology, Physics 1991
- Research project: Neutron Activation Analysis of Trace Elements in Human Hair
- Experience: **FORD MOTOR COMPANY** Dearborn, MI  
2004 – present **Global Purchasing Program Manager**
- Developed Sourcing BOM to align engineering, manufacturing, program management and purchasing around a single global strategy for the 2013/2014 Global CD4 platform (Fusion, Milan, Edge, MKZ, HEVs), cutting sourcing process time by 67%
  - Accomplished \$3.6MM personal savings and \$37MM team savings in total tooling costs through production tooling pull-ahead, averting prototype tooling costs, and online quotation, a reverse tooling auction for approved suppliers
  - Managed 6 programs for Ford of South America: Fiesta, Ka, Courier, EcoSport, Focus and Ranger with results: on time for Job 1, on budget and passing quality/emissions requirements
  - Created homologation roadmaps for all South American markets
  - Initiated and implemented new front end design of fender reinforcement systems, saving \$7MM in production tooling costs and \$0.42/vehicle
  - Led Six Sigma team and reduced data load times from 20.5m to 4.83m
- 1995 – 2004 **SUPERIOR QUALITY SYSTEMS** Birmingham, MI  
**Senior Project Manager**
- Built the firm's automotive consulting practice group within 12 months of the date of hire by personally hiring, training and managing 9 consultants. The team generated on average \$2.2MM per year.
  - Created and taught technical standards courses for the Society of Manufacturing Engineers including methodologies: FMEA, Measurement Systems Analysis and Life Cycle Costing
  - Created and hosted an online technical standards library including standards for 591 US government agencies, the ISO branch of NATO, and industry-specific standards. Worked with Federal Trade Commission committee on technical standards strategy.
- 1993 – 1995 **NEOGEN CORPORATION** Lansing, MI  
**Quality and Analytical Laboratory Manager**
- Conducted technical reviews of entities considered during rapid merger and acquisition phase
  - Led emergency beer-testing project for US Bureau of Alcohol, Tobacco & Firearms
  - Diversified firm's revenue sources by developing new international markets; increased laboratory diagnostic sales 423% within 1 year of hire
- 1991 – 1993 **CARGILL** East Lansing, MI  
**Engineer – Biodegradable Plastic Pilot Plant**
- Designed an environmentally sustainable method to mass-produce biodegradable PLA plastic
- Additional:
- Languages: English and Spanish, Emagineer® – registered with USPTO
  - Interests include: *Ford Volunteer Corps*, yoga, running, aerial silk, piano, lyra, kung fu

# Jillian Leifer

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jyleifer@gmail.com

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## EDUCATION

### **Massachusetts Institute of Technology**

Master of Engineering in Logistics

2010

### **University of Florida**, College of Engineering

Master of Science in Materials Science and Engineering

2004

### **University of Pennsylvania**, School of Engineering and Applied Sciences

Bachelor of Science in Materials Science and Engineering, Minor in Mathematics

2002

Honors: Benjamin Franklin Scholar (top 6% of incoming class)

## EXPERIENCE

### **NXP Semiconductors, Founded by Philips**, Hopewell Junction, NY

2006 – 2009

Process Engineer

- Saved company \$100K annually by directing small team in Six Sigma continuous improvement project
- Managed site wide overhaul of standard operating procedures to facilitate and improve manufacturing day-to-day operations. Mentored 50+ engineers on new documentation requirements. Generated and distributed weekly status reports to top level executives
- Implemented new software to predict potential tool failure; saved approximately 14 man hours per week, resulted in increased tool capacity of a gating toolset, decreased number of tool problems by proactive maintenance
- Adapted software best practice after a cluster team meeting in Nijmegen, Netherlands with tool set leads from each of NXP's European sites
- Conducted ISO audits for compliance to ISO 9001 and TS 16949 Automotive standards
- Initiated recipe consolidation program, reducing cycle time at tool by 70%
- Gained approval for environmentally friendly chemical without increasing costs or degrading product quality

### **Sinmat, Inc.**, Gainesville, FL

2005-2006

Materials Scientist

Start-up company addressing materials issues in semiconductor manufacturing

- Developed next generation copper, barrier, and compound semiconductor slurries for chemical mechanical planarization to meet new technology nodes resulting in smaller chip size
- Designed and fabricated new nano-sized abrasives to reduce damage caused by chemical mechanical planarization process
- Through a team, secured \$200,000 of federal funding for continued research in slurry formulations

### **Department of Materials Science**, University of Florida, Gainesville, FL

2003- 2005

Alumni Fellow and Teaching Assistant

Conducted research and characterization in Molecular Beam Epitaxy growth of GaN-and AlN-based dilute magnetic semiconductors

## PUBLICATIONS

- R.M. Frazier, G.T. Thaler, **J.Y. Leifer**, J.K. Hite, B.P. Gila, C.R. Abernathy, and S.J. Pearton "Role of growth conditions on magnetic properties of AlCrN grown by molecular beam epitaxy" Applied Physics Letters 86, 052101 (2005)
- Y. Polyakov, N. B. Smirnov, A. V. Govorkov, R. M. Frazier, **J. Y. Liefer**, G. T. Thaler, C. R. Abernathy, S. J. Pearton, J. M. Zavada, "Properties of highly Cr-doped AlN" Applied Physics Letters Volume 85, Number 18 (2004) 4067-9.
- **Jillian Leifer**, "The Susan B Anthony Dollar: A Retrospective" The Numismatist, Volume 111 Number 10, October 1998

## ADDITIONAL

Trained in Green Belt Six Sigma Methodology

Member Society of Women Engineers (1999-present)

## EDUCATION

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**Massachusetts Institute of Technology, Cambridge, MA** **2010**

*Master of Engineering in Logistics and Supply Chain*

*Coursework concentrated in Engineering Systems Division & Sloan School of Management*

*Half-tuition fellowship of the Center for Transportation and Logistics*

**Warsaw School of Economics, Warsaw, Poland** **2004**

*Master of Economics*

*Major: Quantitative Methods and Information Systems /Decision Support and Analysis*

## WORK EXPERIENCE

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**ACCENTURE** **Supply Chain Management Consultant** **2004 – 2009**

Component Architecture Management for a leading global white goods manufacturer **2008-2009**

- Worked with Client personnel at European locations (Germany, Italy, Slovakia) to promote the program and help provide specifications, commercial data and information about logistic processes to core team in the USA
- Joined core team and worked at Client headquarters in the USA to help coordinate rationalization of several commodities purchased across manufacturing plants in North America, Europe, Latin America and Asia:
  - Defined analysis and implementation plans for rationalization of several commodities
  - Analyzed technical data and identified instances of over-specification, inefficient design, unleveraged commercial opportunities and discrepancies in plant-specific manufacturing processes
  - Designed guidelines for elimination of up to 50% of SKUs per commodity, allowing for better organization of procurement across locations, increasing volume leverage and leading to substantial savings (e.g. \$7 MM of \$250 MM in Tier II Electronics, \$30 MM of \$600 MM in steel raw materials)
  - Outlined sourcing strategies to support realization of direct savings and further reduction of complexity costs related to inventory management, transportation inefficiencies, product damage and inaccurate forecasting caused by extensive number of used SKUs
  - Worked with suppliers to investigate their manufacturing processes and possible supply chain synergies
  - Supported redesign of global procurement organization
- Transitioned to Client's Engineering Center in Germany to transfer process knowledge to European Project Leads and help train local staff in using analytic tools for component rationalization

Spend Categorization and Management for a leading global construction company **2007**

- Worked with personnel of Client's BU in the Czech Republic to ensure alignment with new structure and process for global management of expenditures (annual value of goods and services - approx. \$13 B)

Supply Chain Performance Improvement for a Polish spirits producer **2007**

- Analyzed market data and available benchmarks to perform feasibility study of planned revenues
- Interviewed Client's manufacturing and logistics personnel to model their supply chain and assess production capacity, storage capacity and shipping efficiency to complement the feasibility study
- Defined a structured performance improvement program to allow the Client to realize their assumed objectives
- Built business cases supporting recommended investments to address diagnosed supply chain inefficiencies

Procurement Transformation and Strategic Sourcing for a major global player in steel industry **2005**

- Assisted Procurement personnel in Client's facility in Slovakia in analyzing of Total Cost of Ownership for several commodities addressed by the program
- Helped the US-based team in structuring of new sourcing strategies and coordinating of global sourcing activities for several commodities within scope of the program (market analyses, RFPs, framework contracts)
- Participated in assessment of savings delivered by program (\$55 MM – an average of 9% per category)
- Supported redesign of Procurement's organization structure to better fit proposed commodity sourcing strategies

## ADDITIONAL INFORMATION

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- Eligible to work in the USA following graduation in May 2010
- Co-recipient of Accenture Sourcing and Procurement Innovation Award presented in recognition for using advanced data-driven approach to decrease cost of materials consumed globally across Client's facilities (2008)
- Strong quantitative background (Six Sigma Yellow Belt Certification, proficiency in working with MS Excel and software for statistical analyses, e.g. JMP from SAS)
- Languages spoken: Polish - native, English - fluent, German, Czech and Slovak - intermediate, French – basic

# AHMEDALI LOKHANDWALA

143 Albany Street, #335-A, Cambridge, MA 02139  
ahmedali@mit.edu | (617) 852-9942

## EDUCATION

---

**Massachusetts Institute of Technology, Cambridge, MA** GPA: 4.9 / 5.0

- Master of Science in Transportation 2010
- Master of Engineering in Logistics & Supply Chain Management 2010
- *Awarded Research Assistantship for both degrees, covering full tuition and living expenses*
- **Wal-Mart Transportation Portfolio Management (Thesis Research)**
  - Developed optimization strategy for truck fleet and cargo volume distribution patterns
  - Research focused towards incorporating relays, using stochastic methods for transportation planning
- **Ship Building Market Analysis (Project for International Shipping, in collaboration with Marsoft Inc.)**
  - Evaluated the impact of the financial crisis on ship orders and cancellations between 2009 and 2012, as well as performed a risk analysis to assess market position of players
  - Finished article published in the international ship finance magazine, *Marine Money* – October 2009 edition

**Birla Institute of Technology & Science, Pilani, India** GPA: 9.84 / 10

- Bachelor of Science Degree in Marine Engineering 2007
- Awarded President's Gold Medal for Best Academic Student, Class of 2007
  - Designed a *Tribometer* for laboratory research to help students conduct experiments
  - Led a team of three in the design and construction of a 1 TR *Refrigeration Tutor*, resulting in savings of INR 100,000 as compared to similar market prototypes

## WORK EXPERIENCE

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**LOGyCA Consulting Services, Bogota, Colombia (A logistics and supply chain consulting firm)** 2009

*Associate Consultant*

- Led a pilot project for the Colombian Transportation Authority that bridged the information gap within the supply chain, using an integrated IT Platform
- Performed a detailed analysis for the Colombian retail sector, linking Point-of-Sale information to Out-of-Stock data, in order to understand demand patterns and correlations
- Served as the Teaching Assistant for GC-LOG, a Certification Program for Logistics Executives in Latin American countries, in collaboration with the Massachusetts Institute of Technology

**Keppel FELS Offshore & Marine, Mumbai, India** 2007 – 2008

*Engineer, Mechanical and Marine Section*

- Promoted to Lead Section Engineer for the engineering and design of a tension leg platform
- Acted as chief project liaison for between Keppel FELS offices in Mumbai and Singapore, coordinating effective inter-office and inter-departmental information and data sharing
- Led a team of four draftsmen in order to prepare 2-D designs, 3-D models, and Test Memos for various oil rigs

**Wartsila India Ltd., Mumbai, India** 2007

*Intern, Maintenance, Operations & Management*

- Conducted maintenance, operations and management of marine diesel engines, generators and auxiliaries
- Assisted in developing plant's Planned Preventive Maintenance schedule, resulting in reduced man-hours for maintenance personnel
- Managed the plant's spare part inventory, resulting in reduction of inventory holding costs by \$35,000

## ADDITIONAL INFORMATION

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- Computer skills include proficiency in C/C++, HTML, VB, MS Office, AutoCAD, TRIBON, INTELLISHIP
- Presented a paper at All-India Conference for Energy Management in Marine Engineering Applications, discussing the feasibility of magnetohydrodynamics as an alternative for ship propulsion
- Editor for *Maritimes* – a fortnightly students' newsletter at the Tolani Maritime Institute, 2004-05
- Avid follower of soccer, tennis and cricket

## ALEXANDER MARTCHOUK

235 Albany Street, # 1091C Cambridge, MA 02139  
am2010@mit.edu 917-405-4300

- Education:** **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** Cambridge, MA  
Master of Engineering, Logistics and Supply Chain Management, 2010
- NEW YORK UNIVERSITY, STERN SCHOOL OF BUSINESS** New York, NY  
Master of Business Administration, Economics and Finance, 2007
- GPA 3.8/4.0; recipient of the Stern Scholar designation
- UNIVERSITY OF BRIDGEPORT** Bridgeport, CT  
Bachelor of Science, Finance and Marketing, 1999
- GPA 4.0/4.0; graduated *Summa Cum Laude*
- Experience:** **BANK OF AMERICA SECURITIES, LLC** New York, NY  
2007 – 2008 **Associate, Global Credit Products**
- Created customized funding solutions for middle market finance companies. The 3-person team generated revenue in excess of \$6MM.
  - Assessed feasibility of new business proposals by performing financial and operational analysis of potential clients.
  - Built financial models to perform IRR analysis and used model outputs to recommend changes to clients' credit portfolios.
  - Developed transaction pitchbooks and marketing materials to assist the sales force in placing structured credit securities worldwide.
  - Collaborated with rating agencies and legal counsel to structure deal documents. Coordinated support activities of middle office and back office personnel.
- 2003 – 2007 **HOLD BROTHERS ONLINE INVESTMENT SERVICES, LLC** New York, NY  
**Manager, Listed Trading**
- Built the firm's largest proprietary trading group within 24 months of the date of hire by personally hiring, training and managing 32 proprietary equity traders. The team generated on average \$4.5MM in revenue per year.
  - Diversified firm's revenue sources by bringing in and supporting non-US individual and institutional customer accounts. Increased client trading volume from zero to 654 million shares in 3 years.
  - Negotiated and executed deals for establishing six Eastern European locations and subsequently served as a liaison between senior management and the overseas offices.
  - Developed and implemented a risk management system that resulted in lower volatility and higher profitability of the trading desk.
- 1999 – 2003 **WORLDSCO, LLC** New York, NY  
**Proprietary Equity Trader/Group Leader**
- Developed a proprietary trading strategy based on fundamental and technical indicators that enabled consistently profitable personal trading.
  - Traded \$2MM in NYSE-listed securities, generating gross revenues in excess of \$1MM each year. Profit performance included positive returns in all 37 months of active trading.
  - Trained and managed a group of 15 junior equity traders. Training included technical analysis, news-driven trading strategies and market psychology.
- 1999 – 1999 **CHASE MANHATTAN BANK** Bridgeport, CT  
**Intern, International Banking**
- Analyzed and aggregated outstanding Letter of Credit fees. The report enabled Chase to collect amounts that had previously been written off.
  - Interacted with staff of Chase Global Trade Department in NY to prepare detailed FX client profitability reports.
- Additional:**
- Languages: English and Russian. Licenses: S7, 55, 24, 63 and 4. GRE: 1460 (800 quant)
  - Interests include: *The Economist*, chess, yoga, basketball and jiu-jitsu

**EDUCATION**

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**Massachusetts Institute of Technology MIT** 2010*Master of Engineering in Logistics and Supply Chain Management*

- Coursework concentrated in Engineering Systems Division and Sloan School of Management

**Florida State University** 2005*Bachelor of Science in Industrial Engineering ("Honors" GPA 4/4 in Engineering)*

- Member of **Tau Beta Pi**, **Society Manufacturing Engineering**, Vice-president of **Institute Ind. Eng.**
- Honor thesis: *"Design and manufacture of a cost effective instrumented drop-weight impact tester for damage assessment of composites"*

**EXPERIENCE**

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**Danfoss Turbocor Compressors Inc – Tallahassee, FL** 2009**Manufacturing Engineer**

- Coordinated relocation and expansion of manufacturing facility from Canada to Florida. Increased annual production from 1,500 units to over 4,000.
- Managed design, construction, installation and debugging of automated thermodynamic system to simulate conditions for the performance testing of world's first oil-less centrifugal compressors.
- Tripled production testing capacity in the first year of operations in Florida by aggressive design, simulation, instrumentation and automation.
- Launched production ramp up activities including implementation and training of Kanban system, lean initiatives and process optimization. Resulted in reduced scrap rate and increased production, saving \$120,000 per year.
- Wrote specialized software for automated testing. Integrated compressor controls, data acquisition and data analysis. This saved the company over \$50,000 per year in software.
- Reduced compressor cost by improving the product manufacturability, simplifying and standardizing parts. Resulted in savings over \$300,000 per year.

**Caterpillar – Thomasville, GA** 2005**Senior Design Project Leader**

- Created complete Environmental Management System for the Thomasville facility, achieving full compliance with the ISO14001:2004 standards.
- Led team of four to complete documentation of environmental management system.

**Alpha Technologies – Akron, OH** 2005**Engineering Intern**

- Performed experiments for new product development using statistical tools to report findings.
- Developed assembly instructions and finalized AutoCAD drawings for friction tester.

**Florida Advance Center for Composite Materials – Tallahassee, FL** 2004**Research Assistant**

- Designed and constructed low velocity impact testing instrument saving the center over \$50,000 in equipment and software.
- Tested carbon-nanotube reinforced composites and similar high performance composites.
- Wrote software for data analysis and display of low-velocity impacts on composite materials.

**SKILLS**

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- Fluent in Spanish and English. Basic French.
- Danfoss training in 4Step, 8D, FMEA and Lean Manufacturing. Caterpillar Green Belt Training.
- Software: AutoCAD, LabView, Arena, Minitab, MS Office, MS Project and SQL.
- Enthusiastic traveler; lived in 4 countries and traveled all around South, Central and North America.
- Enjoy soccer, golf, racquetball and hang-gliding.

# JOSHUA ZI JIE NG

56 MARKET ST APT #2 CAMBRIDGE MA 02139 | 607-379-1570 | JOSHUA1@MIT.EDU

## EDUCATION

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### Massachusetts Institute of Technology

Candidate for Masters of Engineering in Logistics 2010

### Cornell University (Cumulative GPA: 4.1/4.3)

Bachelor of Science in Mechanical Engineering 2009

Merrill Presidential Scholar, 2009

Teaching Assistant for Introductory Fluid Mechanics and Mechanical Synthesis, 2008 & 2009

Modeling and Simulations Research Assistant, Fluid Dynamics and Research Laboratories, 2008

## WORK EXPERIENCE

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### Team Member, Cornell Automotive X-Prize Team

Jun 2008- May 2009

- **Frame Team:** Performed structural analysis on frame of car using Computer Aided Design (CAD) software such as ANSYS and Solidworks in order to create a frame with better rigidity to weight ratio than conventional cars.
- **Batteries Team:** Collaborated with electrical and aerodynamics teams to design and position a Lithium-polymer battery pack based on thermal (HVAC) requirements, component placement, ducting and drag reduction issues.
- **Business Admin:** Assisted in the application for a funding grant from NYSERDA (Obtained 25% of yearly budget).
- **Business Plan:** Formulate a business strategy, marketing plan and manufacturing framework for marketing the Plug-In Hybrid Vehicles (PHEV) in the automobile market that can challenge incumbents like Tesla and Toyota.

### Chairman, Makanmania - Singapore Food Festival and Cultural Show, Cornell University

Mar 2008- Oct 2008

- Reached out for sponsorship opportunities to organizations such as Singapore International Foundation, Economic Development Board, Singapore Tourism Board and Singapore Airlines (Obtained 50% of budget).
- Engaged community with a program that is representative of Singapore culture, history, and food.
- Sourced for a larger venue and increased manpower staffing to achieve a 100% increase in attendees.

### Intern, Fantail Vertical Take-Off and Landing Lab, Singapore Technologies Aerospace Limited

Mar 2006- Jun 2006

- Collaborated with electrical and mechanical engineers to design, build and assemble prototype Unmanned Aerial Vehicle in both virtual (CAD) and physical space.
- Designed and performed tests to maximize the endurance and payload take-off weight of the vehicle.

### Assistant Training and Operations Officer, 1st Military Intelligence Battalion, Singapore Armed Forces

Jan 2005 – Mar 2006

- Co-authored Training and Operations manuals for newly created unit with Principal Staff Officers to escalate operation capabilities of the Battalion in support of High Readiness Corp of the Army HQ.
- Planned and executed Battalion's Inauguration Ceremony with Chief of Army as Guest of Honor; planned and executed Commanding Officer's Change of Command Ceremony with Head Combat Intelligence Group as Guest of Honor.
- Consolidated planning, administration, preparatory training, and assisted in the execution of the unit's 2<sup>nd</sup> Overseas Training Mission in New Zealand with Singapore Artillery and NZ Army units.

### Venture Scout Leader, 02 Raffles Scout Group

Dec 2003- Aug 2006

- Oversaw leadership development of middle school students primarily through team building exercises, adventure camps and overseas expeditions.
- Managed training programs, initiated safety and risk reduction measures to address school and parental concerns to ensure the smooth functioning of troop activities.

## HONORS & AWARDS

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Singapore Technologies Aerospace Scholarship, 2004

President Scout Award (American Equivalent : Eagle Scout Award), 2003

## MANAGEMENT & LEADERSHIP

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Full Lieutenant, Singapore Armed Forces, 2005- present

Venture Scout Leader, 02 Raffles Scout Group, 2003-2006

## ADDITIONAL SKILLS & INTERESTS

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Software: Word, Powerpoint, Excel, Solidworks, Matlab, Minitab (basic).

Language: Fluent in English and Mandarin.

Interests: Airplanes, airlines, aviation; Travelling (Europe, South America, Asia Pacific); Soccer, badminton.

Visa: H1B1 eligible.



**R. Ryan Quinlan**  
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Lexington, MA 02421  
(435) 817-7466 quinlan@mit.edu

## EDUCATION

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- Massachusetts Institute of Technology** **Cambridge, MA**  
*Master of Engineering in Logistics and Supply Chain Management* *Jun 2010*
  - GMAT: 720
- Brigham Young University** **Provo, UT**  
*Master of Business Administration, Strategy* *Apr 2006*
  - Instructor, Business Management 300 (finance)
  - Research Assistant focused on corporate entrepreneurship
- Brigham Young University** **Provo, UT**  
*Bachelor of Science, Economics* *Apr 2002*
  - Teaching Assistant, American Heritage
  - Awarded BYU academic scholarship

## EXPERIENCE

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- BGI Worldwide Logistics** **St. George, UT**  
*Director of Corporate Strategy* *Oct 2008 – Aug 2009*
  - Increased profits of less-than-truckload operations over 300% by negotiating tariffs, implementing online rating system, and teaching sales staff to market differently
  - Created strategic Freight Management business model for entire company
  - Restructured domestic operations to run efficiently with 20% fewer employees
  - Structured operations, sales, and marketing to align with new corporate strategy
  - Designed audit process for accounting department resulting in 100% audit rate
- Ivy Logistics** **St. George, UT**  
*President* *Oct 2007 – Oct 2008*
  - Increased total revenue in first year by \$3.2M by creating and leading sales dept
  - Implemented company policies to control costs and promote growth
  - Developed online rating system for external customers and internal operations leading to 15% increase in monthly transaction volume
  - Restructured compensation and operations resulting in 25% reduction in overhead

*Director of Business Development* *May 2006 – Oct 2007*
  - Increased medium-sized business accounts by 97% in first six months
  - Optimized pricing model for shipping lanes resulting in standardized pricing
  - Created 35% increase in total company revenue by developing Agent Program
- SkyWest Airlines** **St. George, UT**  
*Director of Employee Relations, Compensation and Performance* *Oct 2006 – Sept 2007*
  - Organized HR managers and analysts to eliminate need for 8% budget increase
  - Implemented performance review training program for all SkyWest stations
  - Partnered with employee labor groups to negotiate compensation structures and reviews
  - Developed new strategy for worker's compensation model to minimize corporate risk
- Union Pacific** **Omaha, NE**  
*Sr. Analyst* *May 2002 – Aug 2004*
  - Managed over \$130M in contracts for services limiting cost increases to less than 2%
  - Led operational group with over \$300K in negotiated cost savings
  - Created training program for Supply Department to improve analytical skills
  - Led cross-departmental team that saved an estimated \$1.2M per year

## ADDITIONAL

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### **Board of Directors for World Wide Cargo**

**Language Skills:** Albanian

**Internships:** Novations Group, Morgan Stanley, PricewaterhouseCoopers (Extern program)

**Affiliations:** MIT Supply Chain Club, BYU Management Society, Utah Golf Association

**Computer Skills:** Excel, Access, Word, PowerPoint, Java, SPSS, linear programming

**Research:** Corporate entrepreneurship, supply chain strategy, logistics optimization

**Other:** Visited 48 U.S. states and 10 countries, avid follower of English Soccer (EPL)

# LILIANA RIVERA

70 Pacific St. Apt. 733 Cambridge, MA 02139 617-999-3655 mlrivera@mit.edu

## EDUCATION

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### Massachusetts Institute of Technology MIT - Cambridge, USA

Master's in Engineering in Logistics and Supply Chain Management 2010  
CTL-MIT Scholarship for Master studies

### Universidad de Los Andes - University of Maryland - Bogotá, Colombia

Master's degree in environmental economics, (GPA: 4.5 / 5.0) 2004  
IDB Scholarship for Master studies and Award for best thesis

### Universidad de Los Andes - Bogotá, Colombia

Bachelor of Arts in Economics, Minor in Law focused on business (GPA: 4.3 / 5.0) 2003  
Andres Bello Scholarship for best ICFES (equivalent to SAT) in Boyaca province

## WORK EXPERIENCE

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### Private Council for Competitiveness (Think tank) - Bogotá, Colombia 2007-2009

#### Associate Researcher

- Prepared a diagnostic document of logistics in Colombia and a document with the private sector's proposals for the formulation of the National Logistics Policy in Colombia.
- Led working groups on logistics projects such as the System of Logistic Parks in Colombia and the National Highway Statistics Database.
- Wrote several chapters (infrastructure, logistics and transportation; information and communication technologies; energy and education) for the 2007 and 2008 National Competitiveness Report.
- Analyzed freight transportation policy and wrote an analytic paper with recommendations to solve problems and accelerate the rate of implementation of this policy.

### Bogotá Chamber of Commerce, Center for Urban Studies - Bogotá, Colombia 2007

#### Coordinator of Economics Research Division

- Wrote the economic diagnostic for the project to turn El Dorado international airport into a hub and integrate its development with surrounding areas.
- Designed and analyzed a model for the optimization of the land use and infrastructure of El Dorado airport (in collaboration with the Urban and planning research division).
- Participated in the development of a plan to improve the competitiveness of Bogotá and the region.

### National Institute of Health - Bogotá, Colombia 2005-2006

#### Advisor to the General Director

- Participated in the planning and implementation of the strategy to distribute and market snake anti-venom serum in Colombia (sales increased by 10%).
- Coordinated and handled the Institute's risk management policy (risk standards improved by 3%).
- Conducted analysis that leads to the optimization of the network of laboratories in Colombia.

### Colombian Institute of Environmental Law (Consulting company) - Bogotá, Colombia 2004-2006

#### Part time Consultant

- Estimated the economic and environmental impact of the Free Trade Agreement between Colombia and the United States in three sectors: clothing, leather and bovine meat (study developed for Colombia, Ecuador and Peru and financed by the OAS).
- Presented the model and the results in workshops and seminars in Colombia, Ecuador and Peru.

## SKILLS

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**Languages:** Spanish (native), English (fluent) and Italian (basic).

**Software:** Excellent command: MS Office, E-views and Gauss. Basic command: SPSS, C++, Matlab.

**Academic Skills:** Assistant Professor of Microeconomics and Colombian Economics at University of Los Andes and CESA University. Bogotá, Colombia.

**Publications:** Rivera, L. (2005) "Comercio de fauna en Colombia e información oculta: nuevos retos en la regulación para su uso sostenible". Desarrollo y Sociedad Journal N. 60. 2008.

# Ryan Rahim

19 Arlington Street Apt #23 Boston, MA 02116

(617) 901-5929 [rahimr@mit.edu](mailto:rahimr@mit.edu)

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## Education:

**Massachusetts Institute of Technology** **2010**  
Master of Engineering in Logistics & Supply Chain Management

**CFA Institute**, CFA Charterholder **2004**

**Certified Management Accountants of Canada**, CMA **2002**

**The University of British Columbia** **1999**

Bachelor of Science in Biological Psychology with a minor in Commerce

## Experience:

**TechTronic Industries Co. Ltd.** ([www.ttigroup.com](http://www.ttigroup.com))

**General Manager, Service Parts Business Unit – Power Equipment** **2008-2009**

- Managed a team of 10 associates using the Hoshin Kanri method to align activity among functional departments, plan and deploy strategy, measure and report performance, and empower staff.
- Performed a value-stream analysis of material flow for North American service parts and restructured the distribution network which improved margins by 30% and saved more than \$500,000 annually for the Milwaukee brand in Canada.
- Streamlined logistics for 4 major U.S. brands, which reduced logistic cost by >30%/cbm, while ensuring a regular cadence of deliveries by consolidating shipments of multiple brands of parts together with FG through a cross-dock point.
- Held P&L responsibility supporting a \$30M business and achieved double-digit growth in EBIT.

**Milwaukee Electric Tool, China.** (TTI's professional powertool division)

**Business Planning Director – Finance and Supply Chain** **2007-2008**

- Led the MET transfer program finance function that calculated and tracked \$230M of product transfers to China from our U.S. restructuring program that involved the closure of 3 U.S. plants.
- Managed a project in Stuttgart, Germany to perform an extensive analysis of European manufacturing cost for all product lines in order to determine appropriate restructuring strategy and developed a financial model which would simulate the savings and lost overhead absorption for up to €17M of product transfers to China over a 3 year period.
- Directed teams to create and deploy strategies to improve cellular manufacturing approach, reduce inventories, and lead-times. Trial project resulted in a reduction in L/T from 11 wks to 7 wks, improvement in on-time delivery from 85% to 100%, and a 30% reduction in inventory.

**TechTronic Industries Co. Ltd. (Brands: Hoover, Dirt Devil, Milwaukee, Homelite, RYOBI, AEG)**

**Corporate Strategic Planner** **2001-2007**

*Expatriate position based in Hong Kong, SAR (2001-2009)*

- Assisted in the due-diligence for the acquisition of Royal Appliance Manufacturing (Dirt Devil) through SWOT analysis and estimation of synergies vs. costs.
- Performed a comprehensive analysis of Royal's reconditioning plant in Tyler, OH, which had been unprofitable and where production was slated to be outsourced. Convinced senior management to convert the plant to one-piece flow manufacturing which improved cash flows; reduced std. labor cost by 45%; floor space required by >30%; over \$1M in WIP inventory and saved 101 jobs.
- Performed an extended value-stream analysis of the material and information flow required to facilitate a vacuum cleaner's journey from TTI's plants in Dongguan, China through the WalMart supply chain in the U.S. Leveraged WalMart's Co-managed inventory program to increase collaboration and reduce the bullwhip effect upstream in the supply chain

**Interests:** Travel and culture; hiking; skiing; automobiles; reading; Toyota Production System

**Other:** Canadian citizen eligible to work in the U.S.

**EDUCATION****MASSACHUSETTS INSTITUTE OF TECHNOLOGY: Cambridge, MA** 2010*Master of Engineering in Logistics*

- Awarded International Logistics Fellowship
- GMAT: 750, Quant: 47, Verbal: 47, Analytical: 6.0

**ACADIA UNIVERSITY: Wolfville, NS** 2006*Bachelor of Business Administration*

- Cumulative Grade Point Average 3.9/4.0; Top 5% of class
- Winner of the National Wes Nicol Entrepreneurial Award
- Killam Fellowship Award recipient (awarded to only 20 Canadians annually)

**EXPERIENCE****British Columbia Hydro and Power Authority** 2008-09*Procurement Analyst*

- Eliminated a six-month backlog of over 300 overdue procurement requests in two months which helped re-establish relationships with internal customers. Identified alternative sourcing solutions for these items to minimize future delays and recommended re-order point adjustments for rarely used items.
- Initiated a process to streamline the procurement of a quarter (roughly 11,000) of the department's total items. Analyzed historical usage and forecasts, identified underlying similarities, and grouped items into "blankets" for purchase. Upon implementation, this project is projected to reduce the effort spent on these items, saving the department up to 75% in associated item procurement costs.
- Uncovered a project delay with a half-million dollar cost implication to BC Hydro. Acted as the point-person between end-users and suppliers. Established interim sourcing solutions for bottle-neck items and compiled business cases for top-management approval of these solutions.

**Nedia Consulting Company** 2006-08*Co-founder*

- Oversaw the operations of Solid Medical and Safety Systems, a start-up first aid services company. Located and built relationships with suppliers, created a product catalogue, provided quotes to potential customers, submitted bids on RFQs, organized the logistics of medic contracts, and received and shipped products.
- Managed client relations and project execution for the company's contracts with the Association of Canadian Community Colleges (ACCC). Authored over 30 courses relating to e-Commerce for small business owners.
- Co-authored several business plans and spearheaded projects to research and analyze market, product and competitive data.

**Slipstream Wilderness First Aid** 2006*Logistics Administrator*

- Oversaw inventory management. Created a system for storing medical supplies and monitoring stock levels.
- Systemized the preparation of extensive amounts of course materials and coordinated transportation of course gear between the company's headquarters and classrooms spread across several provinces.
- Automated the process of developing quotes from custom courses, thereby reducing quote turnaround time by over 90%. This systemization enables any employee to provide a quote to a new customer whereas previously, only the office manager was capable of quoting.

**ADDITIONAL**

- Black belt in Kyokushin Karate.
- Certified Audio Engineer.
- High interest in sustainability and greening the supply chain.

# CHARLES A. SHEHADI III

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PHONE 617.794.1233 • EMAIL: [CSHEHADI@MIT.EDU](mailto:CSHEHADI@MIT.EDU)

## EDUCATION

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- MASSACHUSETTS INSTITUTE OF TECHNOLOGY – Cambridge, MA** 2010  
*Master of Engineering in Logistics and Supply Chain Management*  
*Extensive coursework taken at the Sloan School of Management*
- UNITED STATES NAVAL ACADEMY – Annapolis, MD** 2002  
*Bachelor of Science in Quantitative Economics, awarded with Merit*  
*Brigade Assistant Adjutant; Training Officer; Company 1stSgt*  
*Sigma Kappa Epsilon – National Honor Society in Economics*

## EXPERIENCE

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- MASSACHUSETTS INSTITUTE OF TECHNOLOGY – Cambridge, MA** 2008 – Present  
*Visiting Military Professor, Department of Naval Science*
- Recruiting Officer: Increased NROTC enrollment at Harvard, MIT, and Tufts by 25% in 2009 and 100% in 2010.
  - Freshman class advisor. Responsible for coordinating 38 students' summer training in five countries and across three continents.
  - Responsible for classroom instruction in Leadership and Management, Intro to Naval Science, and Seapower and Maritime Affairs.
- FLEET AIR RECONNAISSANCE SQUADRON ONE (VQ-1) – Whidbey Island, WA** 2004 – 2008  
*EP-3E SSIP/JCC Mission Commander*
- Led two teams of 24 men and women in combat in support of OPERATIONS IRAQI and ENDURING FREEDOM.
  - Qualified fastest among peers to highest possible position of leadership. Recognized as a future community leader.
  - Trusted with classified weaponry and equipment vital to U.S. National Security valued at over \$145 million dollars.
- Naval Flight Officer (NFO) Training Officer* 2007 – 2008
- Increased squadron operational effectiveness by 30% and developed and implemented a new training syllabus.
  - Managed tactical warfare qualification and recurrent training for 33 Naval Flight Officers.
  - Managed a staff of 27 and ensured all training requirements were met for 350 aircrew.
- Special Projects Division Officer* 2006 – 2007
- Led a team of nine in research, development, and implementation of special signals intelligence systems.
  - Supervised procurement of a critical upgrade of classified mission equipment and initiated a subject matter expert program with the Naval Research Lab in Washington, D.C. Resulted in a 3x increase in assets of specialized aircraft systems.
- JOINT CREW COMPOSITE SQUADRON ONE (JCCS-1) – Ramadi, Iraq** 2006  
*Electronic Warfare Officer / Counter-IED Officer*
- One of 268 chosen by the United States Navy to serve as a special advisor to two Marine Corps Infantry Battalion Commanders.
  - Supervised over 2,100 personnel while planning and executing all Battalion Electronic Warfare/counter-IED objectives.
  - Managed a training program that resulted in the IED threat to be reduced from over 96% to less than 5%.
  - Awarded Navy Marine Corps Commendation Medal with "Valor;" Navy Achievement Medal, and Combat Action Ribbon.
- Avionics Technician Branch Officer / Public Affairs Officer – Whidbey Island, WA* 2004 – 2006
- Managed 105 Avionics Technicians during scheduled/unscheduled maintenance on 6 EP-3E and 3 P-3C aircraft.
  - Led the resolution of 1,951 aircraft discrepancies and seven phase inspections encompassing 13,946 man-hours.
  - Managed the flow of all news and information about the squadron to the media.
- 3D RECONNAISSANCE COMPANY, 3D MARINE DIVISION – Okinawa, Japan** 1994 – 1997  
*Team Leader*
- Managed a highly skilled six-person Reconnaissance Team.
  - Successfully ensured readiness to deploy anywhere in the Far East within 12 hours to conduct intelligence/reconnaissance missions.

## SKILLS/PERSONAL

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- Electronic Reconnaissance Weapons School graduate (2005) - TOP GUN equivalent.
- United States Naval Flight Officer (2004 - Present)
- Comprehensive experience with Microsoft Windows, Office, and Linux Operating System.
- Extensive travel and living experience throughout the United States, Middle East, Far East, and Europe.
- Avid golfer, snowboarder, and runner. Devoted Boston sports fan.
- Top Secret//SCI (Sensitive Compartmented Information) Security Clearance.

## EDUCATION

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### MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

Master of Engineering in Logistics and Supply Chain Management  
Awarded MIT Supply Chain Strategy Fellowship

June 2010

### CORNELL UNIVERSITY, Johnson Graduate School of Management

Ithaca, NY

Master of Business Administration, GPA: 3.7/4.0

May 2009

Awarded Strategic Operations Scholarship

National MBA Human Capital Case Competition, First place – 2007, Second place – 2008

*Vice President*, JGSM Consulting Club and Toastmasters International Speech Club

### UNIVERSITY OF CONNECTICUT

Storrs, CT

Bachelor of Science in Business Administration

May 2003

Major: Finance, Minor: Economics

*Portfolio Manager*, Student Managed Fund

- Managed a \$175K stock portfolio achieving a 17% ROI; exceeding the S&P 500 by 10%

## PROFESSIONAL EXPERIENCE

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### EMBARQ

Overland Park, KS

*Leadership Development Rotational Program – Corporate Strategy Intern*

Summer 2008

- Reframed Embarq's principle growth initiative and Go-to-market strategy by assessing the market potential for online businesses and operationally structuring the venture
- Presented the CTO with a market entry analysis on the Data Center industry recommending an organic entrance, targeting small and mid-sized businesses with a complete IT solution
- Delivered a recommendation to the Senior Leadership Team against expanding RescueIT computer support into a retail sales channel after an in-depth feasibility analysis

### TOWERS PERRIN

Stamford, CT

*Human Capital Services – Health and Welfare Associate*

2004-2007

- Created in excess of \$5 million in savings by leading three client teams through data issues, benefit designs, pricing, and carrier procurement negotiations
- Performed a Total Rewards Optimization project for a hospital system increasing retention, engagement, and employee utility by 18% while holding costs constant
- Formulated and presented recommendations to a HR Director resulting in healthcare costs decreasing from 5% above the national average trend to 5% below
- Served as key team member on two high profile intellectual capital projects, including the creation of Towers Perrin's Rx Group Purchasing coalition, which helped to revolutionize the contract terms clients were able to negotiate with pharmacy benefit managers

### CIGNA

Bloomfield, CT

*Financial Risk Underwriter*

2003-2004

- Managed a \$75 million book of business; creating \$3 million in new sales during a downturn
- Assisted in the creation and testing of a standardized underwriting program

## ADDITIONAL INFORMATION

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- Volunteer Consulting Projects
  - HEALTH FOR CAMBODIA – A non-profit health organization Summer 2009
    - Developed a go-to-market roadmap; scaling production and distribution channels
  - ITHACO SPACE SYSTEMS – A subsidiary of GOODRICH Spring 2008
    - Proposed implementing lean initiatives to create cost savings and increase throughput
- Recipient of three Towers Perrin Star Recognition Awards for outstanding performance
- Six Sigma Green Belt Training, January 2008
- Captain of the Embarq and Towers Perrin corporate softball and volleyball teams
- Avid skier and traveler; visited 7 countries and 32 states in the United States. Novice sailor

## PHOL SRIDURONGKATUM

100 Memorial Drive Apartments, Apt# 8-19A, Cambridge, MA 02142  
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### EDUCATION

<b>Massachusetts Institute of Technology</b> , Cambridge, MA Master of Engineering in Logistics and Supply Chain Management	<b>2010</b>
<b>Asian Institute of Technology</b> , Bangkok, Thailand Master of Engineering (Transportation Engineering)	<b>2002</b>
<b>Thammasat University</b> , Bangkok, Thailand Bachelor of Engineering (Civil Engineering)	<b>2000</b>

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### PROFESSIONAL EXPERIENCE

**SCG Logistics Management Company Limited**, Bangkok, Thailand **2004 - 2009**

#### *Logistics and Supply Chain Analyst*

- Analyzed and designed new optimized transportation process through implementation of cross-docking facilities, resulting in reduction of transportation costs by 10%
- Designed web-based monitoring program utilizing global positioning system (GPS) technology, introducing effective visualized monitoring of transportation
- Enhanced SAP (Sales and Distribution module) and designed new work process reducing AR cycle time of the company approximately 15%
- Created solution to increase loading capacity of bulk cement, resulting in 25% increase of loading rate and 5% decrease of energy costs
- Represented company in joint project to develop Transportation Management System (TMS) software, currently used by all departments as core tool in managing more than 2,500 shipments per day
- Specialist and company trainer of over 80 staff members and student interns; attended training programs in Innovative Skills Enhancement, Job Improvement Techniques (KAIZEN) and other TQM tools

**Chotichinda Mouchel Consultants Limited**, Bangkok, Thailand **2003 - 2004**

#### *Traffic and Transportation Engineer*

- Designed transportation system for new tourism town meeting 20% increase in traffic demand
- Conducted economic and engineering feasibility studies for construction of new transportation facilities and estimated construction costs of various highway and building projects
- Assessed environmental impact and recommended mitigation measures to reduce pollution

**Asian Institute of Technology**, Bangkok, Thailand **2002 - 2003**

#### *Research Associate*

- Recommended most efficient mode of goods transportation as guideline to improve cost efficiencies in freight transportation in South East Asian, attracting potential investment from Japanese investors
  - Coordinated with professors and graduate students from 3 other Asian countries to analyze economic effects from traffic congestion in Asian Metropolitan Areas
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### RELEVANT SKILLS

- Computer: Transportation Management System (TMS), Geographic Information Systems (GIS), Optimization Software, Excel Spreadsheet Modeling, MS Office
- Language : English, Thai

### INTERESTS

- Registered Associate Civil Engineer with the Council of Engineers, Thailand
- Member of Eastern Asia Society for Transportation Studies (EASTS)
- Member of Thai Society of Transportation and Traffic Studies (TSTS)
- Tennis, golf, football, meditation, reading, and traveling

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**EDUCATION**

**Massachusetts Institute of Technology**

*Master of Engineering in Logistics and Supply Chain Management*

**Cambridge, MA**

**June, 2010**

- Coursework concentrated in Engineering Systems Division and Sloan School of Management
- Thesis: Strategic Positioning of Inventory in Multi-Echelon Retail Supply Chain Networks

**University of Illinois at Chicago**

*Master of Science in Industrial Engineering, GPA 4.0/4.0*

**Chicago, IL**

**May, 2006**

- Project: Effect of Information Updates on Supply Chain Performance Using Stochastic Models

**National Institute of Technology**

*Bachelor of Technology in Mechanical Engineering*

**Calicut, India**

**June, 2003**

- Graduated with First Class: Proficiency Award for excellent all-rounded performance
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**PROFESSIONAL EXPERIENCE**

**Terra Technology, Chicago, IL**

**Consultant**

**07/2007 – 06/2009**

*Client: Proctor & Gamble*

- Led and managed multifunctional team responsible for supply chain implementation project across Latin America
- Served as key team member for implementations across EMEA and North America regions
- Improved forecast accuracy by 30 to 50% and reduced inventory by 10% yielding \$100 MM in increased cash flow
- Analyzed and assured quality of the data collected to support implementation employing data analytics/modeling
- Collaborated with senior management and client, resolved and prioritized critical issues assuring project success
- Developed best practices for project execution and management; delivered progress reports and presentations
- Authored Data Validation Guide referred by consultants internally, mentored new hires ensuring knowledge transfer
- Received peer recognition; participated in product development and testing to achieve launch date commitments

*Client: Campbell Soup*

- Served as key team member for supply chain implementation project in 26 plants & DC's across North America
- Improved forecast accuracy by 50% and order fill rate by 5%, reduced inventory by 20%, saved over \$10 MM

**Aquent Consulting, Chicago, IL**

**Consultant**

**06/2006 – 07/2007**

*Client: Allstate Insurance*

- Proposed and developed models to optimally allocate \$40 MM Regional Marketing Budget across USA that involved competitive analysis and segmentation of client's data in terms of business growth, size, profitability and capabilities
- Developed strategic growth models using Geographical Information Systems. Assisted in site selection for agency, redesigning sales hierarchy and minimizing business risk due to natural disasters thus improving the profitability
- Led a 3-people team to build simulation software to forecast number of quotes, policies, defections and total market share among client and its major competitors using historical data distributions. Provided actionable strategic recommendations including methods to improve the conversion percentages, operation excellence and market share
- Conducted marketing research and evaluated performance of Insurance Agencies to incorporate *Voice of Customer* in client's business strategy, to be customer driven and to target consumer segments for improving market share
- Developed response functions to optimize budget spent on buying profitable media channels and increase sales

**Center for SCM and Logistics, UIC, IL**

**Research Assistant**

**05/2005 – 05/2006**

- Built a software employing stochastic optimization models to investigate the effect of information accuracy and delays due to update decisions on costing of a supply chain, inventory policies adopted and customer fill rate
- Developed a simulation model to comprehend the transformed nature of changing value dynamics in wireless and automotive industry. Evaluated the shift of push-pull boundary, bullwhip effect and flexibility of supply chain.

**CNA Insurance, Chicago, IL**

**Project Intern**

**01/2006 – 05/2006**

- Developed workforce planning models, provided strategic recommendations to reduce employee attrition

**University of Illinois at Chicago, IL**

**Systems Analyst**

**09/2004 – 05/2006**

- Designed and developed computer hardware inventory management system, online registration systems, websites
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**LEADERSHIP & VOLUNTEER ACTIVITIES**

- Supply Chain Club- MIT CTL, MLOG Ambassadors – MIT CTL, Operations Management Club – MIT Sloan
- United Nations Volunteer- Human Education and Liberation for Poor, India; Young Orphans Foundation, Uganda

**ADDITIONAL**

- Certified in Production and Inventory Management(CPIM) by APICS (Certificates in four modules)
- Permanent Resident of Canada, H1-B visa holder in US (Jan 07 – May 09)
- Skills: SPSS, SAS, SAP R/3, QlikView, TacticianOne, Arena, LINDO,MS Office Suite, Oracle, SQL, VB, HTML



# Bryan K. Wilson

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bryanw@mit.edu, 859.595.0515

## EDUCATION

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**Massachusetts Institute of Technology** **Cambridge, Massachusetts**

*Masters of Engineering in Logistics* 2010

- Coursework concentrated in Sloan School of Management & Engineering Systems Division
- International Logistics Fellowship
- GMAT 750

**Brigham Young University** **Provo, Utah**

*Bachelor of Science in Electrical Engineering* 2004

- Mathematics Minor
- University Academic Full Tuition Scholarship
- GPA 3.5/4.0

## EXPERIENCE

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**Lexmark International** **Lexington, Kentucky**

*Product Engineer – Team Lead* 2008-2009

- Managed all electrical engineering projects for entry-level laser printer
- Saved over \$5 million dollars by creating and executing a worldwide rework of a faulty printer design
- Qualified new Chinese contract manufacturer in a company record time of 9 months
- Traveled frequently throughout Asia to negotiate with suppliers on cost and availability of product
- Planned and implemented cost reductions into mass production
- Qualified new trainees in IEC sanctioned electromagnetic susceptibility & emission testing in 10m anechoic chamber
- Trained three new engineering teams in China and Philippines

*Product Engineer* 2005-2008

- Enhanced overall product quality through product design changes
- Reduced customer failure rate from 19% to 4% by managing large group of engineers and working effectively with the supplier of the defective part
- Improved accuracy of data provided by Lexmark's service department by totally redesigning the data collection process
- Led and planned weekly visits of engineers to Lexmark's customer support center leading to a decreased return rate
- Presented and evaluated product performance throughout company
- Implemented design upgrades on future products

## ADDITIONAL INFORMATION

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**Other Languages** – Russian

**Volunteer Service** – Missionary in Siberia (1999-2001), Boy Scouts of America (2005-2006), Youth Group Secretary (2005-2009), Church Financial Clerk (2007-2009)

**Interests** – Golf, tennis, model airplanes, avid follower of NCAA basketball

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<b><u>Education:</u></b>	<b>Massachusetts Institute of Technology, Cambridge, MA</b>	June 2010
	<ul style="list-style-type: none"> <li>• Masters of Engineering in Logistics &amp; Supply Chain Management</li> </ul>	
	<b>The Wharton School, University of Pennsylvania, Philadelphia, PA</b>	May 2004
	<ul style="list-style-type: none"> <li>• Bachelor of Science in Economics, Concentration in Management</li> </ul>	
<b><u>Experience:</u></b>	<b>C&amp;S Wholesale Grocers, Inc.</b>	
	<i>Operations Manager, Bethlehem, PA</i>	Jul 2008 – Aug 2009
	<ul style="list-style-type: none"> <li>• Managed a staff of over 500 employees across a 1.3M square foot dry grocery warehouse, shipping over 1.1M cases weekly</li> <li>• Reduced weekly cost per case by 20% (\$450K annually) through reduction of support personnel, reduction of shrink, and implementation of engineered methods and standards (Red Prairie). Responsible for weekly profit &amp; loss statement results</li> <li>• Worked closely with customers to implement win-win opportunities through slotting changes and delivery consolidations</li> </ul>	
	<i>Planning &amp; Control Manager, Bethlehem, PA</i>	Oct 2007 – Jun 2008
	<ul style="list-style-type: none"> <li>• Managed all aspects of quality across six departments: Inventory Control, Auditing, Quality Control, Slotting, OS&amp;D, and Utility Staff as well as temp labor</li> <li>• Reduced weekly shrink by 60% (\$400K annually) while controlling a \$25M average daily inventory across three separate warehouses totaling 1.3M square feet</li> </ul>	
	<i>Warehouse Analyst – Project Jefferson, Windsor Locks, CT</i>	Apr 2007 – Sep 2007
	<ul style="list-style-type: none"> <li>• Implemented the Fast Start Program by prepping equipment and removing bottlenecks, eliminating 80% of daily shift prep time</li> <li>• Reduced weekly damage by 70% (\$200k annually) through raised employee awareness and education as well as practices of avoidance</li> </ul>	
	<i>Transportation Analyst, Keene, NH</i>	Oct 2005 – Mar 2007
	<ul style="list-style-type: none"> <li>• Directly managed NE Division of third party inbound traffic, approx 275 loads weekly across 40+ regional carriers. Improved third party inbound traffic net profit by over 25% year over year through renegotiating line haul rates with carriers as well as vendor allowances in addition to adding freight</li> <li>• Indirectly managed NE Division of fleet inbound traffic, approx 750 loads weekly. Improved overall inbound net profit by over 7.5% year over year through optimizing capacity between fleet and third party, as well as renegotiating vendor allowances</li> </ul>	
	<i>Merchandising Analyst, Keene, NH</i>	Feb 2005 – Sep 2005
	<ul style="list-style-type: none"> <li>• Project Manager for a cross department effort to re-develop the internal investment buy logic for inventory purchasing. Brought expertise from operations, procurement, merchandising, finance, and IT together to find optimal solution for company</li> <li>• Launched the Customer Buy Program and pioneered the Divert Warehouse program where diverted product would be consolidated, improving customer service levels and minimizing inbound trucks</li> </ul>	
	<i>Business Analyst, Keene, NH</i>	Aug 2004 – Jan 2005
	<ul style="list-style-type: none"> <li>• Completed the training program which encompassed four weeks of perishable order selection, three days of grocery store experience, and multiple customer delivery experience</li> <li>• Managed the Erie Division of third party inbound traffic, approx 125 loads weekly across 20 regional carriers</li> </ul>	
<b><u>Activities:</u></b>	Freemason, Meadows Lodge, East Longmeadow, MA	2007 - Present
	Oarsman for the University of Pennsylvania Heavyweight Crew	2000 - 2004
<b><u>Certifications:</u></b>	First Aid & CPR with AED	2008 - Present
	Hi-lo reach truck	2007 - Present
	Single / Double pallet jack	2004 - Present

# Jianmin Wu

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## EDUCATION

<b>Massachusetts Institute of Technology (MIT)</b> Master of Engineering in Logistics and Supply Chain Management	2010
<b>Cornell University, Ithaca, NY</b> Bachelor of Science in Chemical Engineering Cumulative G.P.A.: 4.0/4.3	2009

## HONORS/AWARDS

Dean's List	2006 - 2009
Singapore Armed Forces Overseas Scholarship	2006
Officer Cadet Course in Singapore Armed Forces	2006
International Mathematical Olympiad (Bronze)	2003

## LEADERSHIP EXPERIENCE

<b>Military</b> - Officer of the Singapore Armed Forces (Current Rank: 1 <sup>st</sup> Lieutenant)	2006 - Present
<b>Peer Advisor for ENGRG 150 (Engineering Advising Seminar)</b> - Helped conduct sections and give advice to incoming freshmen in Cornell - Guided students in course selection and acclimation to college life	2007
<b>Cornell "Into the Streets" Group Leader</b> - Led group of eight to do community service for the town of Ithaca - Coordinated all logistical issues pertaining to the group	2007
<b>Cornell University Singapore Students Association</b> <b>Vice President:</b> - Supervised organization and operations of activities	2008
<b>Treasurer:</b> - In charge of all monetary issues within club	2007
<b>Freshmen Rep:</b> - Served as link between incoming Singaporeans and committee	2006
<b>Captain of High School Water polo Team</b> - Coordinated training and provided leadership to team	2004 - 2005

## OTHER EXPERIENCES

<b>Teaching Assistant for ENGRD 219 (Mass, Energy and Balances)</b> - Assisted professor in grading, formulating questions, and project design - Held sections and office hours to teach students and answer queries	2008
<b>Research at Cornell University</b> - Worked under Professor Juyoung Kim to synthesize nanocomposite materials - Successfully increased tensile strength of silicon strip by dissolving nanoparticles within	2008
<b>Externship under Assemblymen</b> - Shadowed Assemblymen Mr. Richard Gottfried	2008

## ADDITIONAL SKILLS

- Microsoft Office, Adobe Photoshop, Mathematica
- Proficiency in English and Chinese (Mandarin)