

# Jason W. Shu

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Energetic leader whose technical and business education is complemented by over twelve years of experience in strategic planning, enterprise risk management, and advanced product engineering

## EDUCATION

**University of San Francisco (2014 - June 2015 *expected*)** **San Francisco, CA**  
***Master of Science Analytics***

*Relevant coursework: R, Python, Statistics, Linear Regression, SQL, Data Acquisition (urllib2, html5lib, BeautifulSoup)*

**Georgetown University (2009 - 2012)** **Washington, DC**  
***Master of Business Administration***

**University of Southern California (2003 - 2006)** **Los Angeles, CA**  
***Master of Science Systems Architecture and Engineering***

**University of Illinois at Urbana-Champaign (1997 - 2001)** **Champaign, IL**  
***Bachelor of Science Mechanical Engineering***

## WORK EXPERIENCE

**The Boeing Company**  
***International Business Development (2010 - 2014)*** **Arlington, VA**

*Country Manager - International Strategic Partnerships*

- Selected by senior leadership to reshape strategy for \$600M investment in the company's most important growth market

*Project Manager - International Strategic Partnerships*

- Initiated three Global Strategic Alliances that increased market access and yielded multiple collaborative product developments
- Managed development projects with a strategic partners to create \$1.2B in revenue synergies

*Principal - Strategic Development*

- Reported macroeconomic and government policy trends to Boeing CEO
- Implemented multi-scenario forecasting process that predicted shifts in key market factors; methods are now a standard toolkit within Boeing's Strategy Organization
- Authored communications for high ranking government officials
  - Created presentations delivered to respective parliaments of The Netherlands and Denmark
  - Wrote white paper read by Brazil's President, Dilma Rousseff

***Business Development Strategy and Operations (2008 - 2010)*** **Arlington, VA**

*Senior Strategist*

- Refined strategy and defined resource needs for generation and growth of \$1.5B+ in annual revenues
- Managed \$35M annual investment budget for innovating new capabilities

***Enterprise Leadership Development Program (2006 - 2008)*** **Global Sites**

*Corporate Auditor*

- Increased the win-rate of strategically important sales campaigns from 50% to 92% after analyzing data from Boeing sales proposals and implementing revised processes
- Led team in assessing \$12B+ production program that supported 36% increase in production rate

***Advanced Product Engineering (2002 - 2006)*** **St. Louis, MO**

*Senior Engineer / Operations Analyst*

- Pioneered development of advanced drone technologies prior to their widespread adoption
  - Defined system requirements for Defense Advanced Research Projects Agency (DARPA)
  - Developed trade-study optimization tools to determine cost-effective mix of capabilities
  - Implemented Python class objects into modeling and simulation tools