# GRACE P. WEBBER

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**Education**

1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT CAMBRIDGE, MA, USA**

Candidate for MBA, 2001 – Operations Management Track

* Elected Sloan Senate Academic Committee chair and Masters Program Committee representative
* Operations Management Club co-president; Management Consulting & MediaTech Club member
* Teaching assistant for Strategic Management, Organizational Processes and Operations courses
* MIT Sloan team participant at inter-business-school Operations Case Competition

1993-1994 **EUROPEAN BUSINESS SCHOOL LONDON, ENGLAND**

Graduate Diploma in Marketing, Chartered Institute of Marketing

1989-1993 **UNIVERSITY OF CAMBRIDGE (Churchill College) CAMBRIDGE, ENGLAND**

BA with Honors in Geography

**Experience**

Summer 2000 **BOOZ∙ALLEN & HAMILTON LONDON, ENGLAND**

## Leading strategic management consultancy

* Developed economic insight to identify cost price reductions worth over $2 million per year for a retail client; delivered these savings by working with client to restructure supply chain

Summer 2000 **MAPINFO TROY, NY, USA**

## Worldwide business analysis and mapping solutions provider

* Evaluated make/buy/partner decision in new telecom market area and delivered business case

1996-1999 **THE DATA CONSULTANCY READING and WINDSOR, ENGLAND**

## European market analysis solutions and data provider

# Corporate Management Team

* Developed strategy with team to integrate The Data Consultancy into MapInfo after acquisition
* Designed relocation incentive package, successfully retaining 90% of staff through move date

# Head of Marketing

* Set up and led the marketing department of a $6 million European data and solutions business
* Developed marketing strategy which delivered year-on-year 35% revenue and 45% profit growth
* Raised the profile of the company’s catalogue to become the “Industry Bible”

1993-1996 **DIXONS STORES GROUP HEMEL HEMPSTEAD, ENGLAND**

## The UK's largest electrical retailer

# Distribution/Logistics Planning Analyst

* Planned and implemented trials of 7-day, next-day delivery; presented results to CEO and Board
* Worked with consultants to create five-year forecasts for expansion of national distribution center
* Solved warehouse start-up problems; designed and performed operational audit of parts business

# Product Manager Designate

* Forecast sales, set prices, organized merchandising and planned promotions
* Spearheaded the launch of cordless headphones into Dixons stores

# Sales Operations Analyst

* Gathered data, performed analysis and reporting; set and negotiated branch performance targets
* Provided energy and drive to customer counting technology introduction

**Personal**

As a British citizen, I have permission to work in the EU, and also expect a US green card by 9/2001. For fun, I ride my new motorcycle, sing, tap dance and stage crew in amateur musical productions.