# GREGOIRE G. ZELENKA

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**Education**

2000-Current **MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

* Candidate for MBA, June 2002
* Program Focus: Finance and Strategy
* Member, Management Consulting Club and MIT Flying Club

1993-1998 **SWISS FEDERAL INSTITUTE OF TECHNOLOGY (ETH) Zurich, Switzerland**

* Diploma, Materials Science and Engineering, GPA 5.5/6
* Visiting Graduate Student at Massachusetts Institute of Technology, Spring term '96 and Fall term '97/'98, GPA 5.0/5.0
* Student Representativeon the Teaching Commission, Department of Materials Science: Initiated, as part of a team of five, a revision of the curriculum which will be implemented by the Department in the Fall term '01/'02

**Experience**

1998-2000 **BOSTON CONSULTING GROUP Zurich, Switzerland**

Associate Consultant

**Selected project work:**

* *Acquisition study for Swiss industrial conglomerate:* Analyzed the worldwide compressor market, performed initial company valuations and assessed strategic fit of potential targets
* *M&A project for Swiss insurance company:* Selected acquisition targets, evaluated strategic fit and performed strategic due diligence
* *Strategy review for Finnish logistics provider:* Conducted interviews to determine market demand for client’s service and established demand profile
* *Market entry study for international utility joint venture:* Analyzed distribution channel costs, developed business plan for new venture and modeled profitability

**Corporate Development and Recruiting:**

* *Member of E-commerce interest group:* Monitored development of online retailing in Switzerland for internal E-commerce study
* *Member of recruiting team:* Participated in corporate presentations, interviewed prospective consultants and contributed to hiring decisions

1997-1998 **SWISS FEDERAL INSTITUTE OF TECHNOLOGY (ETH) Zurich, Switzerland**

# Research Assistant

* Developed a new manufacturing process for fiber-reinforced composites

#### Extracurricular

1987-2000 **SKI INSTRUCTOR**, SKI CLUB BULACH **Bulach, Switzerland**

* Initiated, instructed and coached Junior Racing Team, which ranked first in regional competition

1991-2000 **CLIMBING WALL SUPERVISOR**, SWISS ALPINE CLUB **Bulach, Switzerland**

* Taught introductory and advanced climbing classes

1996-2000 **AVIATION SAFETY COUNSELOR**, AEROCLUB SION **Sion, Switzerland**

* Conducted safety briefings on mountain flying and decision making

**Languages German**: Native language; **English, French**: Fluent; **Spanish**: Proficient

#### Hobbies/ Aviation: FAA Private pilot with Instrument Rating

**Interests Sports:** Skiing (Level 3 ski instructor), kayaking (whitewater Level IV instructor), diving,

mountaineering, ice hockey (MIT Sloan “A” team)

**Other interests:** Poetry, travelling and cooking