# JULIAN A. CAREY

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# Education

1999 – 2001 **MIT SLOAN SCHOOL OF MANAGEMENT CAMBRIDGE, MA**

Candidate for MBA, June 2001

*Academic Interests: Marketing, System Dynamics, International Management*

* Defined mobile financial service product for Movilogic during 1 month residence in Buenos Aires, Argentina
* Planned market entry strategy with field study team for NTRU, a wireless infrastructure security start-up company

1991 – 1995 **STANFORD UNIVERSITY STANFORD, CA**

Bachelor of Science, June 1995

*Major: Mechanical Engineering, Product Design*

* Led team project and developed manufacturing control system for Upstate Tool & Die, saving $250,000 in manufacturing equipment costs
* Studied for 3 months in Paris with focus on architecture & French political history
* Starting forward, ice hockey team

# Experience

Summer **MECHANICNET.COM FREMONT, CA**

2000 *Marketing Manager*

* Wrote business plan for seed-stage start-up company and procured investment capital
* Interviewed customers and clarified business requirements
* Analyzed competitors and originated differentiation strategy

1995 – 1999 **HEWLETT PACKARD COMPANY / AGILENT TECHNOLOGIES SAN JOSE, CA**

*Project Manager – Semiconductor Products Group – Optoelectronics Division* (now **LUMILEDS**)

### Managerial Accomplishments

* Managed cross-functional product development team
* Developed efficient traffic signal for $100 million market
* Established product definition and performed competitive analysis
* Forecast financial performance under conditions of uncertainty using simulation model
* Presented business plan to senior management and procured $2 million budget
* Identified and built market awareness with 2 customers in the USA and Europe, generating $7 million in new business

### Technological Innovations

* Directed the installation of manufacturing equipment in Penang, Malaysia in the course of a 3 month residence
* Presented research on power-diode substrates at international microelectronics symposium
* Won 2 U.S. Patents (Pending) shared with 3 other product design team members

**Other Skills** Languages: English, Spanish, French, Clubs: Sloan Latin Club, MediaTech, enjoy playing ice

**and Interests** hockey, tennis, & golf, cooking extremely spicy Southeast Asian cuisine, photographing the west of Ireland, playing the piano, and going to the opera