**MARIA CHRISTINE METZGER**

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**Education**

**MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

Candidate for MBA, June 2002

MIT Sloan Ford Fellow (One of four selected students for full scholastic merit award)

1992-1997 **UNIVERSITY OF MARYLAND College Park, MD**

B.S. in Chemical Engineering

**Experience**

**SIEMENS BUSINESS SERVICES**

# Research Project

Part of a team formulating a market penetration strategy, which would enable Siemens to

become a top player in Canadian IT services market. Work includes:

* Competitive analysis and benchmarking of current IT and e-business services.
* Customer and market analysis in Canada.
* Develop hypothesis for opportunity capitalization and resource deployment.
* Development of business plan including financial analysis, projected growth and revenues.

**CORNING INCORPORATED 1997-2000**

*Advanced Life Science Division – Materials Team Leader*

Part of a start-up team, which launched a new cutting-edge biotechnology product into market.

## Strategy And Business Development

* Analyzed market and identified technology trends, competition, and major issues impacting market conditions.
* Performed strategic planning for the market launching of product and services to support customers.

### Finance

* Conducted rigorous financial and cost/benefit analysis for capital and equipment investment.
* Conducted comprehensive assessment of and selected various suppliers for multi-million dollar genetic materials and equipment.

## Project and Team Management

* Designed and implemented key inventory management systems for effective storage, handling and tracking of materials.
* Employed Quality Assurance and Quality Control systems to ensure superior product quality.
* Cultivated and maintained relationships with Suppliers, Procurement and marketing.
* Received Division Award for significant contribution to project.

*Photonics Technologies Division – Section Supervisor*

Effectively managed the activities of team leaders and employees in the daily manufacture of fiber optic components employed in the optical network systems of world leading telecommunication companies.

* Successfully managed team members to meet daily production and product needs, improve productivity by 15% and decrease product defects by 20%.
* Implemented several measures to strengthen and improve operations; developed efficient and cost-effective procedures for reducing material and labor costs.
* Led daily team and plant-wide production meetings.
* Developed relationships with key customers and ensured high customer satisfaction.

*Advanced Materials Division*

Improved key manufacturing processes and systems for producing ultra-pure optical glass used in the production of integrated semiconductor chips.

* Implemented process control and discipline resulting in 10% yield improvement in production.
* Redesigned existing manufacturing equipment resulting in 25% increase in machine uptime.

**Personal**

* Avid runner, enjoy traveling, fitness activities and community service.
* Fluent in Creole, Knowledge of French