**RAFIK MICHAEL WARD**

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**Education**

1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

Candidate for MBA, June 2001

Academic focus: New Product and Venture Development

VP Finance, e-MIT; (e-MIT is a web portal focusing on entrepreneurship at MIT)

Co-President, Sloan Middle East Club; Member of Venture Capital and MediaTech Clubs

1991-1996 **UNIVERSITY OF BRITISH COLUMBIA Vancouver, Canada**

Bachelor of Applied Science in Mechanical Engineering with Distinction

Spent total of 20 months in internships as part of program requirement

Class Rank 3/100

Recipient of six scholarships - all awarded for outstanding scholastic achievement

**Experience**

Summer 2000 **REDSPARK, Inc. (Spin-off of Autodesk, Inc.) San Francisco, CA**

(Early stage Internet start-up, providing services aimed at streamlining direct material sourcing for the manufacturing industry)

*Product Manager*

* Identified market opportunities through extensive discussions with customers. Used findings from these discussions to implement significant changes to the market and customer segments initially targeted.
* Developed product requirements for a Request for Quote (RFQ) service. These were approved by senior management, leading to a $800K investment in outsourced web development, and a product launch slated for November.
* Helped identify and screen strategic partners, leading to signed agreements with two companies.
* Developed pricing model critical to building revenues projected to be over $100 million by 2003.

1996-1999 **BALLARD POWER SYSTEMS Burnaby, Canada**

(World Leader in Hydrogen Fuel Cell Technology)

*Lead Development Engineer (1998-1999)*

* **Project Management:** Managed R&D projects supervising teams of 2-4 engineers and technicians. Project goals included developing design concepts, prototyping and testing, and increasing system reliability.
* **Administration:** Worked closely with team leader in day-to-day team management, including hiring of new personnel, adoption of new policies, and high-level technical decisions.
* **Technology Development:** Supervised the development and implementation of a $60K R&D test station. Completed project on-time and within budget.

*Development Engineer (1996-1998)*

* Developed the world's first oil-less natural gas compressor with coworker. Innovated design enhancements and worked closely with suppliers. Reduced per-unit cost from $30K to $6K and increased reliability from 600 hours to 6000 hours (mean time between failures).
* Responsible for commissioning a major sub-system of the world's largest fuel cell powerplant.

**Volunteer**

Summer 1999 **CANADIAN CROSSROADS INTERNATIONAL Masunga, Botswana**

*Volunteer / North East District Water Department*

* Initiated preventative maintenance program to reduce costs of maintaining ground water pumping equipment for 33 rural villages.

**Personal**

* Traveled to 25 countries in five continents
* Dual citizenship (Canada and U.K.); Proficient in French
* Private Pilot's License; Avid skier, in-line skater; Passion for ice hockey
* Past Vice President of Toastmaster's International (1997-1998)