



RESUME BOOK

CLASS OF 2014





The resumes included in this book are for the students currently enrolled in the Supply Chain Management (SCM) Program, a graduate level program administered by the Center for Transportation & Logistics at the Massachusetts Institute of Technology. Although the program is designed for early-career supply chain professionals, the 38 students represented in this book hail from a variety of backgrounds and countries, including students with experience in fields such as finance, information, technology, management, marketing and sales. Regardless of their backgrounds, all students receive a world-class supply chain management education and also complete a thesis-level project with sponsoring companies.

The SCM program is a ten-month master's level program where students graduate with a Master of Engineering in Logistics from the top program in the field. The program prepares students for a supply chain management career in various industries, including consulting, manufacturing, distribution, retail, software, and services. Founded in 1998 by the MIT Center for Transportation & Logistics, the SCM program improves its students' proficiency in both problem solving and change leadership.

I invite you to review these resumes and contact me or the students directly if you have any questions or would like to speak to them further.

Without further ado, allow me to introduce the MIT Supply Chain Management Class of 2014.

Thank you,

A handwritten signature in black ink that reads "Allison R. Sturchio".

Allison Sturchio

SCM Recruiting & Career Development Administrator

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KISHORE ADIRAJU

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EDUCATION

Massachusetts Institute of Technology (MIT) <i>Master of Engineering in Logistics, Supply Chain Management Program</i>	Cambridge, MA 2013 – 2014
MIP Politecnico di Milano <i>Master of Business Administration</i> Recipient of tuition scholarship, awarded to the top two candidates of program	Milan, Italy 2013 – 2014
Birla Institute of Technology and Science (BITS) <i>Bachelor of Engineering (Honors), Mechanical Engineering</i>	Pilani, India 1999 – 2003

EXPERIENCE

Intergraph (a leading Geospatial software provider) <i>Software Consultant and Senior Software Analyst</i>	Hyderabad, India 2006 – 2013
<ul style="list-style-type: none">• Led and collaborated with diverse, global teams in projects aimed at simplifying ship production planning process.• Played a key role in establishing SmartMarine3D's Production Planning as robust and user-friendly software.• Directed a team of 5 engineers in adopting a new project management process; improved productivity of the team by 30%.• Received 8 awards for exemplary performance in teamwork, innovation and commitment.	
<i>Shin Kurushima Dockyard (SKDY), Japan</i> – Advised product manager in improving an abandoned product feature worth \$25K; inspired SKDY and other customers to reuse the feature.	2010 – 2013
<i>Samsung Heavy Industries (SHI), South Korea</i> – Proposed an innovative design for a distinguishing product feature; eased product maintenance and won appreciations from the product development community.	2012
<i>China Ocean Shipping Company (COSCO)</i> – Provided prompt support to simplify ship design process during pilot study of SmartMarine3D; helped win a multi-million dollar contract.	2009
<i>Keppel Fels, Singapore</i> – Reengineered an important product feature that simplified ship production planning resulting in contract renewal.	2008
<i>Odense Steel Shipyard (OSS), Denmark</i> – Collaborated with a cross-functional team of engineers to resolve key issues; made vital enhancements to product, and reduced defects by 40%.	2007
Rane Engine Valves Limited <i>Senior Engineer and Graduate Engineer Trainee</i>	Hyderabad, India 2004 – 2005
<ul style="list-style-type: none">• Implemented a new production strategy and doubled the rate of production in a manufacturing cell.• Coordinated the set-up of an exclusive manufacturing cell for the first export contract to the plant; oversaw the commissioning of several new machines.• Led a team of 20 workmen to implement quality improvement initiatives in a manufacturing cell; reduced costs by \$20K per month.• Mentored 25 workmen and motivated them to learn operation of multiple machines; increased productivity by 600 man-hours per month.	

CERTIFICATIONS

American Production and Inventory Control Society (APICS) <i>Certified in Production and Inventory Management (CPIM)</i>	2012
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ADDITIONAL

- Proficient in Microsoft SQL Server, Visual Studio and Office.
- Blogger for MIP on Financial Times MBA Blog.
- Telugu (Native), Hindi (Fluent), English (Fluent), Italian (Basic).
- Photography, travel, bird-watching and painting.

ALEX BALDWIN

53 PHILLIPS ST, BOSTON MA 02114

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SUMMARY

Experienced, capable professional seeking a leadership opportunity in technology and industry

- 5 years experience implementing manufacturing production systems for Boeing 787 Dreamliner assembly
- M.Eng Logistics from MIT's Supply Chain Management program – expected graduation in June 2014
- Demonstrated ability to lead people and projects in engineering, manufacturing, supply chain and IT

EDUCATION

Massachusetts Institute of Technology - Cambridge, MA

- M. Eng Logistics, Supply Chain Management program - studies in optimization and leadership
- Additional studies in large-scale systems engineering, management, finance, and strategy

2014

University of Oregon - Eugene, OR

- B.S. Economics w/Honors – Thesis: “Budgeting for Oregon Opportunity Grant Allocation...”
- B.S. Political Science – focus on game theory, rational choice, and strategic decisions

2008

EXPERIENCE

The Boeing Company, 787 Industrial Engineering - Everett, WA

- Managed 787 Dreamliner rate planning sub-projects for rate increase from 2/month to 7/month
- Led shop floor control system improvement team, reducing non-value added assembly time by 25%
- Conducted rate capability studies used by enterprise leadership to plan 3 program master schedules
- Constructed detailed shop floor schedules and resource plans for 5 major assembly and test shops
- Led project team that deployed a visual business intelligence suite for factory performance metrics

2013

2008

CERTIFICATIONS, SKILLS AND INTERESTS

Professional

- Master's Certificate in Project Management

Research Interests

- Visual analytics and controls for data-driven business
- Large-scale systems integration and management

Technical

- Microsoft: Excel, Access, Project, SQL Server
- Adobe CS: Photoshop, InDesign, Dreamweaver
- Simulation & optimization: ProModel, Frontline
- Business intelligence: Sharepoint, Cognos, Tableau

VARUN BHASIN

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EDUCATION

Massachusetts Institute of Technology

Cambridge, MA

Master of Engineering in Logistics (Supply Chain Management Program)

2013-2014

Relevant Coursework: Operations Strategy, Leadership, Analytical Methods, Microeconomics

Northern India Engineering College

Lucknow, India

Bachelor of Technology in Electronics (Ranked 2nd in Class of 75 Students | GPA 70/100)

2001-2005

GMAT: 710

EXPERIENCE

Cognizant Technology Solutions, Teaneck, NJ

Jan 2012 - Aug 2013

Sr. Associate (Retail Consulting Division)

- Led business process design workshop to create physical and system prototypes for post-merger supply chain integration of two tire retailers for projected cost savings of 25% by re-engineering business process; managed \$8M budget.
- Collaborated with CIO of TBC Corp to develop IT strategy and system roadmap for the implementation of organizational, process and technology changes. Resulted in winning further business opportunities worth US \$12M
- Designed and implemented procurement and distribution processes for Ann Taylor's expansion into Canada. Collaborated with globally dispersed technical teams to implement system changes to launch 5 Ann Canada stores in 8 months
- Published an internal white paper titled "Making Supply Chains Green by adopting SAP Best Practices"

Ciber, New Zealand (*New Zealand's leading Retail & Utilities Consulting Co.*)

June 2011 - Dec 2011

Consultant

- Reduced inventory holding by 15% by **analyzing complex data sets** to design and implement demand forecast models for a \$3.8b grocery retailer.

Farmers Trading Co, New Zealand (*New Zealand's leading fashion retailer*)

Feb 2009 - Feb 2011

Retail Solution Manager (Received Outstanding Achiever Award)

- Initiated and managed process improvement projects to adopt industry best practices using SAP ERP. Delivered benefits of \$35M through margin-focused business processes and led transformation from cost-plus company to lean operation
- Analyzed large data sets to design a new DC to store stock allocation process to ensuring optimal product availability reducing stock outs by 40% and inventory in DC by 8%

SAP, India

Mar 2006 – Jan 2009

Associate Consultant

- Conducted discovery workshops at 12 prospective clients to provide solution architecture and implementation recommendations resulted in winning business opportunities worth US \$200M from 8 clients
- Led a team of 7 associates to manage successful delivery of 4 SAP ERP implementation projects
- Rated among top 1% at SAP India; promoted to lead a project after 2 years against the benchmark of 3-5 years

Kurt Salmon, India

July 2005 - Oct 2006

Research Analyst

- Studied international best practices to develop a supply chain model for India's first hypermarket
- Performed market research and analytics on customers segments and product mix to launch a coffee chain in India

ENTREPRENURESHIP

- **Launched a discount e-commerce website.** Sourced products from Asia; marketed via group buying websites
- Performed Business Development for an IT outsourcing start-up; resulted in new business of \$150k
- Freelance consultant to formulate market strategy to enter into food catering service for event management company

INTERESTS

- **Demonstrated Leadership Qualities** as Founder of students group for incoming SCM class of 2014 at MIT, Secretary of students organization for technology training during undergrad, Led fundraiser for Tsunami victims in India(2005)
- **Strong Academic Record** – Ranked Top 100 in National Mathematics Olympiad, Analyzed test performance data of Impactor for NASA Mission Deep Impact, Ranked 3rd in National INTEL Science Talent Discovery Fair
- **Volunteer** - MIT Global Poverty Initiative, Rugby World Cup 2010
- **Hobbies** - Cricket player, avid rugby fan, amateur photographer, passionate kebab chef, adventure traveler

RAHEEL BODLA, PMP, CPIM

bodla@mit.edu • 1 Amherst Street, Cambridge, MA 02142 • (617) 637-6273

EDUCATION

Massachusetts Institute of Technology Cambridge, MA
Master of Engineering in Logistics, Supply Chain Management Program 2013 – 2014
• International Logistics Fellowship Award • GRE: Quantitative 790/800, Verbal 700/800 • Class Ambassador

McGill University Montreal QC, Canada
Masters in Manufacturing Management 2011 – 2012
• 3M Entrance Scholarship (Top award for best experience & education, 3M paid for tuition) • Class President

National University of Sciences & Technology Islamabad, Pakistan
Bachelors in Aerospace Engineering 1995 – 1998

EXPERIENCE

Rockwell Automation (US Fortune 500 Company, market leader in Industrial Automation) Cambridge ON, Canada
Team Manager Operations & Lean Champion 2012 – 2013
• Led 53 associates and 15 colleague managers from cross functional areas to increase On Time Delivery by 10%
• Led cross functional team to develop Value Stream Maps for reducing cycle time by 15%
• Optimized supply of materials from warehouse to production and improved inventory accuracy from 91% to 95%
• Designed process for product inspection for live tracking of defects to reduce Defects Per Unit by 15%
• Eliminated wastes due to motion of product to realize savings of \$50,000
• Led Kaizen event and improved utilization of work space by 30%

Business Management Consultants (Project Management training & consultancy, HQs at Houston TX) Pakistan
Consultant 2007 – 2011
• Introduced BMC into Pakistan, managed revenue growth by over 200% in 1 year to become market leader
• Developed training modules and trained more than 1000 professionals to achieve PMP certification

Pakistan Air Force, Air Engineering Depot (Facility for overhauling aerospace ground engines) Pakistan
Production & Logistics Control Officer 2004 – 2011
• Applied Lean methodology and optimized supply chain processes to reduce lead time by 25%
• Coordinated cross functional teams of procurement and production & improved inventory turns by 15%
• Established framework for supplier qualification procedures and consolidated number of suppliers by 30%
• Monitored \$2.5M contract for Taylor Dynamometer project and improved product reliability by 10%
• Managed the program by delivering Ground Power Unit Integration Project (\$8M), High Pressure Compressors Overhauling Project (\$4.5M) and Clark Dieselization Project (\$6M) successfully 30% under budget

Manager, Aerospace Equipment Engines Overhauling 2002 – 2004
• Applied Statistical Process Control tools to improve process efficiency and increased system throughput by 15%

Operations Engineer, Mirage Flight Lines 1999 – 2002
• Managed operations & inspections of 15 Dassault Aviation Mirage aircrafts to ensure availability above 90%

ACHIEVEMENTS & ADDITIONAL INFORMATION

Certifications: Six Sigma Black Belt • Certified in Production & Inventory Management • Project Management Professional

Management Courses, Harvard University: Completed 04 full semester courses with Straight As, 4.0 GPA

Fulbright Scholarship Award: Selected for Fulbright Award by US Educational Foundation – 1% acceptance rate

Languages: English (Fluent), French (Intermediate), Hindi, Punjabi & Urdu (Native)

Extracurricular: Swimming, Travelling & Success Coaching (guiding advisees in their personal & professional success)

Arthur Chee

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EDUCATION

Massachusetts Institute of Technology

Master of Engineering in Logistics
Supply Chain Management Program

Cambridge, MA

Jun. 2014 (Expected)

University of British Columbia

Bachelor of Applied Science in Chemical and Biological Engineering
Graduated with Distinction (Highest Honor)
Undergraduate and MacKenzie Swan Memorial Scholar; Dean's Honor List for all years.

Vancouver, BC

May 2006

EXPERIENCE

Becton Dickinson (BD)

Senior Quality Engineer, Research & Development

Singapore

Mar. 2012 – Jul. 2013

- Led the development of site-level Supplier Management and Procurement processes to integrate the strategic management of supply chain with existing product development frameworks.
- Attained the General Manager / R&D Excellence Team Award (in Dec. 2012) for overall improvement to the region's R&D quality management system (QMS).

Flextronics International, Medical Division

Senior Quality Engineer

San Diego, CA

Jun. 2008 – Feb. 2012

- Led and supported Lean Kaizen and other product/process enhancement initiatives that improved business operations and regulatory compliance workflows to achieve over US\$1M cost savings.
- Managed the Supplier Corrective Action Requests (SCAR) system; cultivated open and direct working relationships with external suppliers to improve problem resolution timelines by 20%.
- Assisted client companies with the technical validation of product/specification changes as part of materials management.
- Executed the internal and supplier audit functions, including the training and certification of company staff as qualified program auditors.

DexCom Inc.

Research Associate

San Diego, CA

Jan. 2007 – Jun. 2008

- Contributed to the development of a novel method that increases sensor performance of continuous glucose monitors by as much as 90% – team patent application submitted.
- Trained and managed the schedules of 5 laboratory staff in accordance with project priorities.
- Partnered cross-functional operations team in achieving 100% on-time execution of planned clinical trials.

ADDITIONAL

- Member – American Society for Quality (ASQ).
- ASQ Certified Quality Engineer (CQE Cert No. 53625).
- ASQ Certified Quality Auditor (CQA Cert No. 39566).
- ASQ Certified Six Sigma Green Belt (CSSGB Cert No. 4993).
- British Standards Institution (BSI) Certified ISO 13485 Lead Auditor.

Alexander Randon Cope

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PROFESSIONAL SUMMARY

Proven management and technical leader of cross functional, globally distributed, product development and supply chain teams. Innovative and focused in the thoughtful design of consumer electronics, electro-mechanical systems, product realization and sustainability. Actively seeking a technically challenging career with a progressive company to apply a diverse product design, development, and operations background.

EDUCATION

Massachusetts Institute of Technology <i>Masters of Engineering – Operations & Logistics</i>	Cambridge, MA	June 2014 (Expected)
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Portland State University <i>Masters of Science – Mechanical Engineering & Material Science</i>	Portland, OR	December 2013 (Expected) GPA: 3.69 / 4.0
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Oregon Institute of Technology <i>Bachelor of Science - Mechanical Engineering Technology</i>	Klamath Falls, OR	June 2006 GPA 3.58 / 4.0
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PROFESSIONAL EXPERIENCE

Ready Computing - IT Consultancy <i>Client Account Manager / Technical Implementation Manager</i>	New York, NY	January 2013 – August 2013
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- Account management and PMO lead at start-up healthcare software development consultancy. Grew book of business by over 200% in 6 month period through excellent technical operations and customer service.
- Managed the STHL (Southern Tier Health Link) Health Information Organization's inclusion into the Statewide Health Information network for New York (SHIN-NY) through implementation of statewide Health Information Exchange (HIE) services and solutions.

Care Innovations - Medical Device D&D <i>QuietCare™ Product Development Manager</i>	New York, NY	November 2010 – January 2013
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- Drove cross functional teams to design and productize next generation QuietCare™ senior housing monitoring system. Successfully listed, ramped, and launched Class-2 510K exempt medical device under FDA regulation. Effectively managed and met schedule, scope, and budget while operating in a federally regulated quality management system (FDA CFR820 & QMS).
- Managed QuietCare™ product development team of 25+ people spanning product design, engineering, quality (verification & validation), manufacturing, design controls, labeling, and product / medical regulatory.
- Intimate knowledge with ISO 9000, 9001, 13485, CFR820, Good Manufacturing Practice (GMP), Quality Manage System (QMS), NC / CAPA, Risk Management, FMEA, Device Maser Record (DMR), Device History Record (DHR), Design History File (DHF), and other product development / business management requirements under CFR820.

Intel Corporation <i>Technical Program Manager / Mechanical & Manufacturing Engineer</i>	Hillsboro, OR	June 2006 – November 2010
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- Program managed internal thermal, mechanical, and manufacturing process development efforts to facilitate customer's motherboard and system design validation through joint experimentation. Lead the CME (Customer Manufacturing Enabling) program within Intel for the mission-critical server segment (High-Availability Xeon & Itanium). Proficient in experimental design.
- Designed and implemented development-lifecycle and broader business processes for a 250 person organization. Negotiated and drove VP-level alignment with adjacent organizations resulting in the definition of a holistic business process across a 2500 person division within Intel's Technology & Manufacturing Group. After ratification, led global training to drive alignment.

IBM Corporation - MECOP Internship <i>Process / Manufacturing Engineering Intern</i>	Rochester, MN	March 2005 – September 2005
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- Supported transition of IBM's point of sale acquisition: 'Self Checkout', from Jacksonville Florida to Rochester Minnesota after the company was acquired by IBM. Defined process flow and workstation balance based on production constraints and strategic relationships. Supported manufacturing ramp and ensured orders shipped to customer's on-time.

ACADEMIC, VOLUNTEER, AND OTHER NOTABLE ACHIEVEMENTS

- Selected in 2008 and 2010 to present at IMEC (Intel Manufacturing Excellence Conference) – 3 % acceptance rate.
- Managed the MECOP Internship Program at Intel and led recruiting / staffing efforts at Portland State University from 2007-2011.
- Personally raised over \$15,000 to support LLS (Leukemia and Lymphoma Society) through Team in Training (TnT) Charity events in 2011 & 2012. Successfully completed the 'NYC US Ironman Championship' in August 2012 as a member of TnT in 11'49"!

RICARDO GHERSA

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EDUCATION

Massachusetts Institute of Technology (MIT) - Cambridge, MA Expected Jun 2014
Master of Engineering in Logistics - Supply Chain Management Program

Reims Management School - Reims, FRA 2006 - Apr 2009
Master's Degree, Major in Finance
Summer Exchange Program at Copenhagen Business School, DK

Catholic University of the Sacred Heart - Milan, ITA 2003 - 2006
Bachelor's Degree in Economics and Business Administration awarded with honours

PROFESSIONAL EXPERIENCE

Hutchison Whampoa - Senior International Auditor - London, UK Apr 2012 - Jun 2013

- Participated in process and financial audits at the firm's retail and ports business units.
- Performed compliance/ control/ operational checks, wrote issues and action plans, secured buy-in from stakeholders all while supervising junior level auditors.
- Audited in various sectors: purchasing, sales, stock & fixed assets (ports division); store operations, buying, stock management, merchandising (retail division).
- Assignments by country: UK, Mexico, France, Bahamas, Saudi Arabia, Czech Republic.

Nestle - Senior International Auditor - Vevey, CH Apr 2010 - Feb 2012

- Participated in process audits of head offices, factories and distribution centres worldwide.
- Audited in various sectors: marketing, sales, supply chain, customer service, purchasing, media buying, human resources, finance, quality, production, engineering.
- Assignments by country: Switzerland, Italy, France, Spain, Portugal, Netherlands, UK, Poland, Russia, Angola, Kenya, USA.

Arbor Foundation - Intern, Microcredit Operator - Andhra Pradesh, IND Jul - Sep 2009

- Trained loan recipients on best practices on investing and reimbursing credits granted.
- Book-keeping and consolidation of daily and monthly transactions.
- Played an active role in different kinds of women empowerment meetings.

Ernst & Young - Intern, External Auditor - Paris, FRA Jan - Mar 2008

- Analysed accounts of energy companies (Total, Gaz de France) and French SME.
- Developed an understanding of working methodology used by auditing firms.

JPMorgan Chase - Intern, Emerging Markets Risk Reporting Team - London, UK Jun - Dec 2007

- Compiled and approved risk reports based on Value At Risk calculation.
- Managed resolution of VAR issues related to Emerging Markets, including ad hoc investigations.

ADDITIONAL

Certificates: **CIMA** - Diploma in Management Accounting Jan 2013
CIA - Certified Internal Auditor Jan 2012

Languages: **Italian**: mother tongue. **English**: fluent - GMAT (score: 690).
French: fluent. **German**: good knowledge - C1 course

Computer literacy: **MS Office** (Excel, Word, Access, PowerPoint, Outlook), Lotus Notes, Bloomberg
SAP: good user knowledge of SAP R/3 and Business Warehouse - Visual Basic

Nationalities: Swiss, Italian, Mexican

BRAD GILLIGAN

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EDUCATION

Massachusetts Institute of Technology , Cambridge, MA	06/2014
Masters of Engineering in Logistics, Supply Chain Management program	
• GMAT: 770	
Colorado State University , Fort Collins, CO	05/2010
BS, Business Administration (Management)	
• Supply Chain Management and Entrepreneurship Certificates	

EXPERIENCE

Mattel, Inc., Senior Procurement Analyst, Global Procurement – Logistics , El Segundo, CA	07/2012 – 07/2013
Managed over \$10MM of annual transportation spend; Planned and led sourcing events; Organized and summarized complex information in Excel and PowerPoint to present to internal stakeholders; Recommended sourcing strategy to executives based on market dynamics and business needs; Aligned objectives of Procurement and Logistics teams	
• Training and experience negotiating pricing and contract terms for a range of products and services	
• Built and maintained relationships with suppliers to secure capacity in volatile transportation market	
• Developed Excel model that now serves as a standard template to allocate trucking business and forecast costs	
Mattel, Inc., Associate Buyer, Global Procurement – Logistics , El Segundo, CA	06/2010 – 06/2012
Supported Director of Global Procurement – Logistics to manage over \$100MM of annual spend	
• Consolidated suppliers and leveraged volume to deliver savings of \$300K (6%) on first RFP	
• Led complex projects with up to 30 suppliers and 10 internal stakeholders as well as strict deadlines	
Crocs, Inc., Inventory Planning Intern , Niwot, CO	01/2010 – 06/2010
Worked with members of the inventory planning department to optimize manufacturing and sourcing decisions; Analyzed forecasting process to ensure accuracy and sufficient communication between departments	
• Was offered internship after demonstrating supply chain knowledge in upper level business course	
• Mapped forecasting process to improve collaboration and accuracy	
Hach Company, Practicum Student , Loveland, CO	08/2009 – 12/2009
Applied knowledge in supplier selection and development to reduce packaging costs and consolidate supplier base; Worked with Strategic Sourcing team to request quotes, negotiate terms and prices, and select a supplier	
• Reduced annual packaging materials costs by an estimated 16% through competitive bidding process	
• Set up Kanban card automatic replenishment system for 19 items that were previously ordered manually	
The Vitamin Shoppe, Sales Associate , Fort Collins, CO	03/2008 – 06/2010
Worked 20-40 hours a week during school; Served customers by locating and providing information on over 20,000 different products; performed management processes such as scheduling, KPI monitoring, and end-of-day accounting	
• Built a loyal customer base by demonstrating passion and honesty in all customer interactions	

PROFESSIONAL DESIGNATIONS/CERTIFICATIONS

California State University Long Beach , Long Beach, CA	06/2012
Global Logistics Specialist Professional Designation	
Certified Supply Chain Analyst (International Supply Chain Education Alliance)	05/2010

LEADERSHIP/CIVIC ENGAGEMENT

Delta Tau Delta Fraternity:	Community Involvement:	
• Ritual Chairman, 2010	• Adopt-a-School – Tutor, 2010	• AYSO Youth Soccer –
• Pledge Educator, 2009	• Adopt-a-Highway, 2006-2009	Volunteer Referee and Coach,
• Intramural Chairman, 2007	• Boys and Girls Club, 2007	2002-2006

Juan Carlos Gomez Vidrios

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Education

- **Massachusetts Institute of Technology**, Cambridge MA **June 2014**
Master of Engineering in Logistics, Supply Chain Management Program (**SCM**)
 - **Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM)**, Mexico City **May 2006**
Bachelor of Science in Mechanical and Industrial Engineering
 - **Hochschule Bremen (University of Applied Sciences of Bremen)**, Germany **2004-2005**
Study abroad program, all lectures approved in German (Maschinenbau)
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Professional Experience

MADEPLA S.A. de C.V. Mexican Manufacturer of PVC Pipe and Fittings **2005 - 2013**

Chief Financial Officer **January 2011 – July 2013**

- Designed and executed a strategy for sales, cost reduction and inventory policy to maximize cash flow and avoid bankruptcy. Fixed costs were reduced by 50%. After two years of red numbers, we could report black numbers in the first quarter of 2013.
- Renegotiated the short term debt of the company with Citigroup, Santander, Euler Hermes, and diverse national and international suppliers.
- Eliminated the seizure of the company held by the Internal Revenue Service and put the company back in the hands of the shareholders.
- Provided accurate revaluation of obsolete assets, using them as collateral for the Internal Revenue Service reducing capital expenditures for backtaxes payment by 3m USD.

Chief Strategy Officer **2010 – 2011**

- Led team in a project of definition of the Value Chain of the Company with a Business Consultancy, we developed the mid + long-term strategy of the company. After the project, the Mexican Bureau of Economic and Business Affairs rated our company as a “Gazelle Company”, because of its 21% yearly growth.
- Implemented of a mathematical model for inventory control. The model enabled more flexible production planning and eased restriction of shifts in the plant. We reduced inventory costs in 20%.

Manufacturing Projects Manager **2006 – 2009**

- Managed operations and production planning of two manufacturing plants.
 - Gained extensive knowledge of the thermodynamics in the plastics transformation processes.
 - Reduced the production cycle times of all the injected products in at least 30% through designing and calculating plastic injection molds and cooling systems.
 - Developed new products using complete mechanical calculations, using Pro-Engineer CAD-CAE Software.
 - Saved 300,000 USD in capital expenditures refurbishing old machinery. The net output of the plant increased in 70% with investments lower than 30,000 USD.
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Additional certifications

- Injection Molding Diploma, **Krauss Maffei**, Queretaro, Mexico **2009**
- Plastics Diploma, **Business Plastics Center**, Mexico City **2006**

Languages

- Proficient in English, German and Spanish (Native)

Other Interests

- Swimming, Piano, Publications: The Economist, Harvard Business Review

Chelsey Graham

249 Hurley Street, Cambridge, MA 02141 • (954) 980-7886 • cdgraham@mit.edu

EDUCATION

- Massachusetts Institute of Technology**, Cambridge, MA June 2014
Masters of Engineering in Logistics, SCM
- Purdue University**, West Lafayette, IN December 2009
Bachelor of Industrial Management/Industrial Engineering
- Study Abroad**, Hong Kong, China Spring 2007
Hong Kong University of Science and Technology

EXPERIENCE

- Office Depot**, Weston, FL October 2011 - July 2013
Manager, Field Industrial Engineering, Supply Chain
- Re-designed distribution center (DC) layouts and developed ROI analyses for DC Leadership
 - Developed simulation of a sorting process in the Crossdock using ProModel, reducing direct labor by \$70k/year
 - Created an automated dashboard that enables DC managers to meter flow/manage labor throughout pick module
 - Designed and implemented new productivity standards across all departments within the DC
 - Collaborated with corporate team to root cause furniture damages via data collection and process mapping
- Office Depot**, Corporate Headquarters, Boca Raton, FL May 2011 - October 2010
Manager, Process Engineering, Supply Chain
- Created automated reporting tools for the KIVA system within a northeastern DC, which analyzed the gap between actual and promised performance results.
 - Developed a financial forecasting/planning tool for Transportation managers within the Supply Chain network
- Office Depot**, Corporate Headquarters, Boca Raton, FL February 2010 – May 2010
Sr. Analyst, Supply Chain Operations
- Identified an 80% inventory reduction in safety stock to support a strategic decision to open four Direct Import warehouses within the US
 - Reduced costs (\$100k/year) by eliminating redundancies within the Customer Service network
 - Defined opportunities to reduce lead times within the Direct Imports segment of the business via cross-functional process maps and fishbone diagrams; aimed at a working capital reduction of 10%
 - Implemented an Access based inventory tracking tool across all DC's, improving visibility at 3PL warehouses
 - Increased order frequency for high volume product in order to decrease labor variability within the Distribution Centers and Crossdocks
 - Updated and created Standard Operating Procedures (SOP's) for newly consolidated DC's
 - Created Merchandising Finance SOP's that reduced redundancy in forecasting by utilizing systemic forecasting and described how to implement an Open-to-buy process.

ADDITIONAL

Technical: Microsoft Office Suite, AutoCAD, ProModel, JMP, Minitab, Matlab, C, HTML, SQL, Visual Paradigm
Other Related Experience: Eli Lilly and Schneider Electric (Manufacturing Engineering Intern)
Awards: Schneider Electric 'Intern of the Year'

Tyler Haley

thaley@mit.edu ▪ 8 Olive Ave. Apt. # 1, Somerville, MA 02143 ▪ (310) 880-8532

EDUCATION

Massachusetts Institute of Technology – Cambridge, MA Masters of Engineering in Logistics, Supply Chain Management Program	06/2014
California Polytechnic State University – San Luis Obispo, CA Bachelors of Science, Industrial Engineering	06/2006

WORK EXPERIENCE

Northrop Grumman Information Systems – McClellan, CA QUALITY ENGINEER – LEVEL IV	05/2010 – 07/2013
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Program/Process Focus:

- QE Lead for major production program, providing quality management through successful completion of three production and five spares contracts
- Interfaced directly with both prime and government customers, acting as the face of quality assurance through general oversight and specific product/data sell-off activities
- Chaired Material Review Board and Root Cause Analysis teams on product/process defects

Continuous Process Improvement:

- Designed and instituted a new “Belt and Suspenders” inspection plan, reducing inspection cycle time and the number of inspection escapes (~25% to less than 10%).
- Introduced streamlined customer (prime and government) sell-off inspection process, creating a single process for all and eliminating nearly all process escapes
- Developed and implemented First Article Inspection process, leading to numerous process and design changes prior to entering production both in-house and within supply chain
- Collaborated in engineering, training and ongoing support of new shop floor control system to manufacturing floor, which aligned all production activities into one system

Northrop Grumman Aerospace Systems – Redondo Beach, CA QUALITY ENGINEER – LEVEL II	07/2006 – 04/2010
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Program/Process Focus:

- QE Lead for functional Module Assembly & Test (MAT) lab, creating collaborative quality assurance support amongst all inspectors and engineers
- Managed three “small” production programs & five other major MAT production programs, successfully delivering on requirements to several different customers & stakeholders

Continuous Process Improvement:

- Devised and released “tailored” quality requirements plan for avionics product lines built within space qualified production organization, resulting in higher product yield and overall program cost savings
- Using web intelligence software, maintained and distributed daily/weekly metrics on manufacturing processes, leading to reduction on discrepancy reporting aging

AWARDS / RECOGNITION

Northrop Grumman Information Systems:

▪ Intelligence Division Award for Development/Implementation of First Article Inspection	12/2012
▪ Program Award for ongoing Quality Leadership, specifically through Product Sell-Off	08/2012
▪ Mission Assurance Award for Program Quality Engineering	04/2012
▪ Special Project Award for “Go Live” Development/Implementation/Training/Support	12/2011

Northrop Grumman Aerospace Systems:

▪ Award of Excellence for MAT QE Leadership, specifically supporting BSI Audit	10/2009
▪ Space Systems Division Special Award for Program Quality Management	07/2009

WAN-YU (CHRISTINE) HUANG

Room 824C, 70 Pacific Street, Cambridge, MA 02139

• +1-626-408-4067 • wanyuh@mit.edu

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

CAMBRIDGE, MA

Master of Engineering in Logistics, Supply Chain Management Program

Expected June 2014

NATIONAL TAIWAN UNIVERSITY

TAIPEI, TAIWAN

College of Management

Bachelor of Business Administration

June 2008

- Class Valedictorian; Cumulative GPA: 3.82/4.0
- Received Presidential Awards for outstanding academic performance: Mar. 2006/Nov. 2007/Mar. 2008

EXPERIENCE

TRANSCEND INFO CORPORATION

TAIPEI, TAIWAN

(A leading memory product company whose market share of USB Flash Drive product is top 3 in the world)

Purchaser, Strategic Purchasing Department

July 2012 – July 2013

- Managed DRAM and NAND Flash purchasing, accounting for over 70% of total budget
 - Negotiated with vendors to ensure sufficient supply and better pricing; reducing costs by 4.3%
- Analyzed DRAM and NAND Flash spot market
 - Presented daily purchasing strategy report to CEO directly
 - Performed assessment of materials supply and recommend the optimal combination at the most competitive price

COREL TAIWAN CORPORATION

TAIPEI, TAIWAN

Buyer and Asset Management Specialist, Finance Department

August 2011 – June 2012

- Managed an annual overhead budget of US \$4 million
 - Fulfilled R&D Department purchasing requests for devices and components in product-development phase
- Significantly improved internal procurement procedure
 - Remodeled purchasing operation process to shorten turnaround time from 8 to 5 working days
 - Negotiated prices with reliable and qualified vendors resulting in 3% cost savings

HEWLETT-PACKARD INTERNATIONAL PTD.LTD

TAIPEI, TAIWAN

Procurement Operation Analyst, Global Procurement Service

January 2009 – March 2011

- Monitored order/shipment processing through electronic data interchange transmission verification and reconciliation using ERP system to ensure accurate and smooth shipment data flow
 - Achieved 98% on-time delivery to end customers by shortening response time for custom clearance procedure and solving complex, high-impact supply chain issues under time pressure
- Led projects from procurement side to implement new business partners into EDI model
 - Completed data verification and reconciliation in testing phase resulting in the smooth processing of over 500,000 transaction lines after project went live
- Coordinated ERP system migration project which transferred operation platform from BAAN to SAP
 - Analyzed business impact, assessed risks, and evaluated system performance, before over 1.5 million transaction lines were officially processed through the new platform
 - Integrated and connected operation systems leading to shorter transmission time and 25% workforce reduction

HONORS

- Outstanding Performer of the Global Procurement Service Department, HEWLETT-PACKARD *March 2011*
- Champion of 6th ATONA Case Competition (The largest case competition in Taiwan) *June 2008*
- Champion of 9th TiC100 Entrepreneurship Competition *July 2007*

ACTIVITIES

- Acted as Public Relations Director of National Taiwan University Key of Management Camp *2005-2006*
 - Designed five-day curriculum for 129 high-school students to introduce the concept of management and held speaking events by inviting professional managers from different industries
- Selected to be one of 30 representatives from NTU for Elite Management Students Summer Camp *July 2005*
 - Interacted and exchanged views with students from Guanghai School of Management, Peking University

LANGUAGES & SKILLS

- Languages: English (Fluent), Mandarin (Native), and Taiwanese (Native)
- Highly proficient in BAAN, SAP, Oracle, Microsoft Office Suite- Excel, Word, PowerPoint

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY | CAMBRIDGE, MA

06/2014

Master of Engineering in Logistics | Supply Chain Management program

- Technical coursework, leadership training and industry engagement
- President, Class of 2014

CLARKSON UNIVERSITY | POTSDAM, NY

12/2005

B.S. Interdisciplinary Engineering & Management | Global SCM track

- Xerox intern: created a front-end user interface to track domestic inventory
- GE Supply co-op at GM Powertrain: reduced indirect spend by 5%
- Fachhochschule Steyr: Austrian 6-month study abroad with SCM focus

PROFESSIONAL EXPERIENCE

SMITH & NEPHEW PLC | MEMPHIS, TN

02/2010 to 08/2013

Logistics Solutions Manager | Advanced Surgical Devices

- Executed "Tiger Teams" resulting in a field inventory reduction of \$14.6M (13%) in implants and \$13.1M (7%) in instruments. Constructed actionable analysis of surgery data, fostered collaboration with the sales team and facilitated activities in 12 sales districts.
- Implemented a national van delivery service of 50 vans and drivers in 32 cities. Developed a compelling business case to improve asset velocity and sales rep productivity by 15%.
- Designed a key performance indicator (KPI) combining asset utilization and sales rep performance. Persuaded leadership to leverage the KPI, leading to a 89% improvement.
- Created an FDA regulatory roadmap: identifying incremental costs, redesigning processes (near-ISO standardization) and creating OSHA standards for 40+ field offices.
- Overhauled 30+ reports improving transparency and integrity of our operations.

ACCENTURE LTD | BOSTON, MA

04/2006 to 02/2010

Senior Consultant | Management Consulting | Supply Chain Management

- **\$4B Med Devices client:** Led a 4-person on/off-shore network modeling team identifying \$3.4M overhead and 18.5% inventory savings by centralizing 32 field offices into 9 hubs.
- **\$21B Pharma client:** Coordinated thirty staff and fifteen deliverables supporting warehouse re-design, WMS implementation, regulatory compliance and ERP integration.
- **\$5B Biotech client:** Drove the re-engineering of global packaging and distribution operations for a regulatory compliance project via process and systems re-design.
- **\$30B Pharma client:** Developed a cost-neutral business case for an otherwise costly government-mandated track and trace requirement.
- **\$75B Logistics Services client:** Supported the go-live of a Yard Management System at the client's largest facility. Trained 300+ staff and improved yard efficiency by ~30%.

COMMUNITY | OTHER

- APICS Certified Supply Chain Professional (CSCP)
- Advanced in Excel (Linear programming, regression, simulation), Access, SQL Server
- Volunteered 10 consecutive years at Camp Good Days—a non-profit summer camp in upstate NY; mentoring, counseling and enjoying life with terminally ill children.
- Boys & Girls Club of Charlestown, MA; mentoring & tutoring inner-city youth (ages 10-13)

HALA JALWAN

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY (M.I.T.)

Cambridge, MA

Master's of Engineering in Supply Chain Management – GPA: 5.0 / 5.0

Jun.2014 (Expected)

- Thesis Project in collaboration with a leading consumer's good company: Create a dual supply chain strategy for new product development by using 3D printing technology

AMERICAN UNIVERSITY OF BEIRUT (A.U.B.)

Beirut, Lebanon

Bachelor in Civil and Environmental Engineering (with honors) – GPA: 3.7 / 4.0

Jun.2012

Minor in Engineering Management

- Published an exploratory study on flexible planning systems, that was shortlisted and presented at the 20th Conference of the International group of Lean Construction in San Diego

PROFESSIONAL EXPERIENCE

BUTEC - New Doha International Airport Project

Doha, Qatar

Contract Administrator

Sep.2012 - Jun.2013

- Investigated claims worth \$ 5 M, assessed their impact on the project's cost by coordinating with the cost control team, and prepared contractual reports to close 30% of outstanding claims and change orders
- Presented and explained my findings to consultants and clients during weekly claim meetings
- Analyzed and mitigated risks by recommending the optimal approach to resolve site issues which avoided two major quality problems

Quality Assurance Engineer

- Collaborated with the quality team to decrease non-conformance reports by 20%, through the evaluation of audit findings and the implementation of corrective actions to meet quality standards
- Ensured the availability and the quality of safety stocks by inspecting supplier's warehouses and reducing the number of defective items by 15%

BECHTEL CORPORATION - Crossrail (Europe's Largest Construction Project)

London, UK

Construction Manager Intern

Jul.2011 - Sep.2011

- Proposed and developed an innovative rainwater harvesting scheme that won the first price for *Crossrail's Green Line Environmental Innovation Award 2011*. The system has been implemented on the 37 stations of the Crossrail railway as an environmental best practice
- Coordinated the on-time completion of the deep excavation checklist by compiling the necessary documentation through liaison with the different stakeholders

LEADERSHIP EXPERIENCE

LEBANESE RED CROSS – First aid team (Volunteering)

Beirut, Lebanon

Emergency Medical Technician

Nov.2009 - Oct.2012

- Led first aid teams of 4 to 15 people throughout paramedical emergency operations on weekly shifts
- Trained a group of 30 paramedics to the international practices of the emergency medical services

SKILLS

- Particularly interested in Supply and Demand Planning, Systems Optimization, Supply Chain Finance
- Advanced skills in Microsoft Office, StatTools, @Risk, SQL, Vensim, Tableau, Visual Paradigm, Visual Studio
- Fluent in English, French and Arabic

Huiping Jin
Apt#514, 70 Pacific Street, Cambridge, MA, 02139
216-526-7615(Cell Phone)
hpjin@mit.edu

Education

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

- Master of Engineering in Logistics

Cambridge, MA
Expected in June 2014

CASE WESTERN RESERVE UNIVERSITY

- Master of Finance

Cleveland, OH
July 2013

TONGJI UNIVERSITY

- International MBA

Shanghai, China
July 2012

UNIVERSITY OF SCIENCE AND TECHNOLOGY, BEIJING

- Managerial Science and Engineering

Beijing, China
July 2001

Professional Experience

Daktronics Inc

Logistics Manager

Shanghai, China
2008-2013

- Managed overall supply chain operations in Asia Pacific region.
- Designed and implemented the reverse logistics network model for repair and remanufacturing operations.
- Led supply chain risk management in Asia Pacific region
- Redesigned the import and export process and customs compliance management, which helped to achieve a 30% down on duty cost and significantly improved the transition lead time.
- Successfully set up the international repair center in Shanghai, which was first ever permitted by Shanghai Customs.
- Set up lean inventory management process.

C&D Technologies, Inc

Purchasing & Logistics Manager

Shanghai, China
2005-2007

- Designed and implemented products recycling program, which contributed an annual saving of \$500,000 dollars.
- Designed the material value stream for company's new facility in Feng Xian
- Initiated the new purchasing policy for physical hedging against lead price, which helped to diversify the pricing risk and lock in profit.
- Hired and trained 3 supervisors and 30 full time employees

Import & Export Manager

2003-2005

- Redesigned bonded processing business model, reducing the duty cost by 12%.
- Led the compliance management program that helped to upgrade company's supervision level from C class to B class.
- Reduced freight cost by 15% by optimizing shipping routes.

Import & Export Specialist

2001-2003

- Reduced international transportation transit-time through shipping route optimization method.
- Standardized international shipping packing methods which greatly improved shipping efficiency.

Additional

Professional: Passed the three-level CFA program, eligible for CFA charter holder designation.

China Logistics Professional Certificate – Senior Logistician

Software: Matlab, EView, MS SQL, MS Access, Excel analytical package, SAP, Glovia

Language: Chinese (Native), English (Fluent)

TZU-HSUEH (Sandy) LEE

Current Address: 94 Beacon Street Apt 57, Somerville, MA 02143
Home Phone (Taiwan): +886-4-2627-5387 • **Cell Phone (US):** (857)253-8949
Email Address: tzuhlee@mit.edu • tzuhlee@outlook.com

EDUCATION

Massachusetts Institute of Technology, Cambridge, MA: Master of Engineering in Logistics, Supply Chain Management Program	Aug 2013 – June 2014
The Pennsylvania State University, University Park, PA: Bachelor of Science in Finance, Bachelor of Science in International Studies Minors in International Business and French and Francophone Studies	Aug 2007 – May 2011

EXPERIENCE

Capital Gateway Investments, Taipei, Taiwan: Research & Marketing Assistant <ul style="list-style-type: none">Conducted marketing and sales research and used Morningstar to collect information of current market trends and statistics of competitors to support the company's strategic plans.Assisted in analyzing the data collected, presented the information effectively in order to influence the company's marketing decisions, resulting in new mutual fund products.Participated in marketing and advertising meetings, brainstormed ideas with the marketing team and assisted in organizing marketing events and internal activities.	Nov 2012 – May 2013
Chang Hwa Bank, Taipei Head Office, Taiwan: International Banking Division and Treasury Division Intern <ul style="list-style-type: none">Trained in different functions of the Treasury Division such as foreign exchange, stock/bond trading and swaps and developed a deeper understanding of managing the bank's investment portfolio.Reviewed Letter of Credit and identified various types of deficiencies.Demonstrated teamwork and strong interpersonal skills by maintaining good working relationships with current employees and supervisors, as documented by Supervisor.	Aug 2012 – Sep 2012
Shiners Zone Enterprise Co., Ltd., Taichung, Taiwan: Finance Assistant <ul style="list-style-type: none">Conducted English-Chinese translations of business and exporting documents as well as provided conversational-based translations in meetings with international customers.Managed the payment process in garment exporting from Vietnam to the United States while preparing documents for Letter of Credit and successfully reduced the firm's risks of discrepancy.Planned and organized business trips to the US and Japan. Negotiated effectively in meetings and established better relationships with key customers by developing strategies that benefit both parties.	Sep 2011 – July 2012
Far East National Bank, Ho Chi Minh City Branch, Vietnam: Finance Intern <ul style="list-style-type: none">Trained with the Sales team and participated in meetings with customers including managers from local business and international companies.Gained working experiences in a developing country and enhanced awareness of Vietnamese business culture and economy.Assisted in analyzing customers' financial statements, interpreting and converting statistics into charts and graphs and producing reports for the bank's decision making.	July 2010 – Aug 2010

ACTIVITIES/ AWARDS

Supply Chain Management Program Committee, MIT	Sep 2013 – Present
English Tutor & Study Abroad Consulting, Taichung, Taiwan	Sep 2011 – Nov 2012
Study Abroad Program, IES Abroad, Paris, France	Sep 2010 – Dec 2010
Teaching Assistant, Chinese Department, Penn State	Jan 2009 – May 2009
Active Member, Taiwanese American Student Association, Penn State	Sep 2007 – May 2010

SKILLS

Language Skills: Chinese, Taiwanese, Intermediate French, and Elementary Japanese
Computing Skills: Proficient in Microsoft Office, Familiar with Adobe Photoshop, Illustrator

P. JEFFREY LEOPANDO

leopando@mit.edu • 117 Harvard St. Apt. 7, Cambridge, MA 02139 • +1 (857) 250-1161

Education

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

Master of Engineering in Logistics, Supply Chain Management Program, GMAT: 770 (Q 50, V 47)

06/2014

- Relevant coursework: Analytical Methods, Supply Chain Leadership, Logistics Systems, Financial Accounting

HARVARD UNIVERSITY

Cambridge, MA

Bachelor of Arts in Anthropology, *summa cum laude*, overall GPA: 3.94/4.00

06/2009

- Phi Beta Kappa (junior election)
- Coursework towards Minor in Applied Mathematics: Statistics, Computing Software, Design of Experiments

Work Experience

HYBRID SOCIAL SOLUTIONS (*award-winning consumer electronics start-up, rural supply chain pioneer*)

Manila, Philippines

Business Development and Operations Manager

02/2011 – 05/2013

- Developed and drove operations strategy, process improvement and channel development for new business initiatives in rural areas, contributing to 15% revenue growth and 35% cost reduction from 2011 to 2012
- Oversaw sourcing, logistics procurement, and marketing strategy development for multiple product lines
- Handled sales and managed vendors for Manila-based clients comprising 40% of company-wide direct client base
- Coordinated sales support across a nationwide network of area managers and local technicians to systematize order fulfillment procedures and reduce average repair turnaround time by 75%
- Administered an urgent nationwide recall of 600+ defective products, defining optimal recall strategy and messaging, tracking returns, allocating spare parts, and maintaining distributor and customer relations
- Formulated business plans that helped capture US\$115k in equity capital for growth acceleration
- Designed and implemented operations training and capacity building for 40+ microfinance partners
- Supervised 20+ associates, interns, and volunteers in teams on a range of business process engineering projects

Marketing and Communications Associate

08/2010 – 02/2011

- Organized briefings and exhibits for industry leaders and policymakers, including the President of the Philippines, on innovative business models and operations strategies for last-mile rural distribution
- Spearheaded the formulation of corporate mission and vision, as well as new marketing strategies and tools

HYSTRA (*global strategy consulting firm with offices in five continents*)

Manila, Philippines

Researcher and Case Writer

10/2010 – 09/2011

- Investigated and analyzed innovative practices on expanding access to clean water and housing among low-income customers totaling 7M, reporting directly to the firm's Partners (ex-McKinsey Directors)

CENTRE DE RESSOURCES POUR L'ÉMERGENCE PARTICIPATIVE SOCIALE (*environmental research nonprofit*)

Yoff, Senegal

Data Analyst

06/2007 – 08/2007

- Conducted field research and statistical analyses of the socioeconomic and environmental impact of solar oven use in rural Senegalese households, devising a corrective algorithm to account for fuel substitution effects

Additional Experience

- **Fundraising volunteer:** Managed public and media relations for a nationwide solar energy awareness campaign, helping generate US\$35k in donations and US\$130k in media value through print and TV appearances over three months 03/2011 – 05/2011
- **High school teacher:** Piloted a new curriculum at a Hong Kong school for ethnic minority students, designing and implementing 150+ hours of new lessons and increasing enrolment by 170% 08/2009 – 07/2010
- **Organic farmer:** Cultivated organic vegetables at a center for sustainable living in Scotland 06/2008 – 08/2008

ANALYTICAL SKILLS: Probability, Statistics, Inference, Regression, Optimization, Simulation, Data visualization

TECHNICAL SKILLS: Microsoft Office Suite, Statistical computing (R, SAS, SPSS), UML, SQL, Geographic Information Systems

LANGUAGES: Spanish (fluent), French (proficient), Portuguese (proficient)

Jerry Liu

jerryliu@mit.edu • Tang Hall Room 09E-3, 550 Memorial Drive, Cambridge, MA 02139 • (617) 838 8659

EDUCATION

Massachusetts Institute of Technology (MIT), Cambridge, MA	June 2014
Master of Engineering in Logistics, Supply Chain Management	
Guangdong University of Foreign Studies, School of Management, Guangdong, China	June 2012
Bachelor of Management, Logistics Management (Supply Chain Management)	
Bachelor of Economics, International Economy and Trade (Service Outsourcing)	

WORK EXPERIENCE

Procter & Gamble (China) Sales Co. Ltd, Shenzhen, China	February 2013 – July 2013
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Salon Professional Key Account Sales Manager

- Covered 8 key accounts (59 stores), increased monthly sales threefold, and opened 1.5 new accounts per month on average.
- Designed and executed Joint Business Plan (JBP) and aligned strategic plans with customers to optimize inventory level, etc.
- Worked with the distributor to improve customer service and customized supportive education based on marketing trend.

Wal-Mart China, Shenzhen, China	December 2012 – February 2013
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Vendor Inventory Management Specialist

- Improved the efficiency of the supply chain by using Collaborative Planning and Forecast Replenishment (CPFR).
- Cooperated closely with the supplier, Orion, and built the best possible forecast for a given store demand to increase sales.

Citibank, Guangzhou, China	May 2012 – August 2012
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Citihunter (Intern)

- Developed diverse marketing channels, presented and sold company financial services to potential clients and won contracts.
- Built relationships with 3 other agencies to share mutual consumer pools and created win-win situations.

Mannings China, Guangzhou, China	February 2012 – May 2012
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Merchandizing and Sourcing Intern

- Integrated and analyzed the sales, inventory and purchasing data to support upper management's strategic decisions.
- Interfaced with 20 vendors and coordinated the retail chain according to the company policies and marketing strategy.
- Provided daily support on sourcing administration and supported or coordinated with associates for internal/external work.

China Guangzhou American Business Association, Guangzhou, China	September 2011 – February 2012
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Logistics Intern

- Coordinated with 3PL companies to implement a safe and efficient logistic solution and scheduled transportation modes.
- Evaluated several logistics modes and determined the most cost effective proposal in various phases.
- Communicated with multiple internal departments to deliver effective service and meet customer satisfaction.

Chow Tai Fook Jewellery Co.Ltd, Guangzhou, China	March 2011 – August 2011
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Marketing Research and Analysis Intern

- Analyzed qualitative data based on 150 surveys every month related to market needs, product awareness, usage, etc.
- Cooperated with team members to perform high-level business analysis of consumer behavior and provide strategic insight.
- Conducted competitive analyses to identify key competitors and make actionable recommendations.

LEADERSHIP ACTIVITY

2010 Guangzhou Asian Games – Guangzhou, China	May 2010 – December 2010
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Leader of Administrative Volunteers Team

- Led a team of 13 volunteers to manage daily administration operations and offered support to the superior officer.

Campus Broadcasting Station – Guangzhou, China	June 2009 – June 2010
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Master of the Broadcasting Department

- Supervised and motivated roughly 50 staff of core department to monitor work quality while recommending improvement.
- Led organization and successful implementation of staff training, promos campaigns and large-scale campus activities.
- Participated in the recruitment and selection process for all the staff to determine their suitability for each position and compatibility with the existing staff.

KAIYE LU (RAINY)

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EDUCATION

Massachusetts Institute of Technology

Cambridge, MA

Master of Engineering in Logistics, Supply Chain Management

Jun 2014

Fudan University, School of Business

Shanghai, China

Bachelor of Management, Management Science

Jun 2009

- GPA 3.6/4.0 (Ranked 3 out of 35) | Academic scholarship in consecutive 4 years

University of Hong Kong, School of Business

Hong Kong, China

Exchange Study, General Management | Li&Feng scholarship

Sep 2007 – Jan 2008

EXPERIENCE

Procter & Gamble Braun

Kronberg, Germany

Project Manager, Global Engineering Oral Care

Mar 2012 – Jul 2013

- Oversaw within 9 months the largest cost saving project in Oral Care, relocating production from US to China, concerning annual volume of 350 million products and savings of \$2 million.
- Launched two new product initiatives in North America with strategic partners, concerning capital investment of \$15 million.
- Identified and proposed \$10 million saving opportunity in a global supply chain strategic plan, approved by Global Supply VP.
- Optimized product delivery process with multi-functions, involving R&D, Product Research, Quality, Regulation and Manufacturing, improving efficiency by 30%.

Procter & Gamble

Shanghai, China

Project Manager, Asia Engineering Oral Care

Jul 2009 – Feb 2012

- Delivered within 12 months the largest Oral Care project in emerging markets, concerning 42 new production lines across 3 sites in China, India and Vietnam, supplying annual volume of 300 million products.
- Accomplished within 3 months first transfer project in Oral Care from in-house to supplier; resulting in a smooth market transition.
- Formulated standardization in engineering working process to improve communication among multi-functions during system transition.

Recruiting Leader Engineering Shanghai

Aug 2010 - Dec 2010

- Established a full scale engineering function recruiting program in Shanghai, with a team of 15.
- Exceeded qualified candidate target by 20%.

English First Foreign Language Learning Institute (EF)

Shanghai, China

China Local Oral English Teacher

Mar 2011 – Feb 2012

- Ranked 1st among all China Local Teachers from students' feedback.
- Taught classes of 10 beginner level students.

CCG Private Equity

Shanghai, China

Investment Analyst Intern

Dec 2008 – Jun 2009

- Conducted due diligence on target companies; analyzed feasibility and profitability of potential investments.
- Built relationships with local government departments and financial institutions to facilitate growth of collaboration opportunities.

Continental Tires

Shanghai, China

Market Specialist Intern, Market Communication Department

Sep 2008 – Dec 2008

- Collaborated in a team of 3 in new product launch design; proposed and implemented new scheme and driven sales by 15%.
- Organized the internal sales and improved on-time delivery by 20%.

TECHNICAL SKILLS & ADDITIONAL INFORMATION

Technical Skills: C; Simulation Software Arena; Microsoft Office Software, VBA, MATLAB

Languages: Chinese - fluent; English - fluent; Cantonese - proficient; German - basic

Volunteer: Institute for the mentally challenged, Hong Kong; Promotion event for AIDS Prevention, Hong Kong

HOSSEIN NASSERI

(503) 680-6589

70 Pacific St., Cambridge, MA 02142

hnasseri@mit.edu

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Master of Engineering in Logistics and Supply Chain Management

Cambridge, MA

Jun '14

STANFORD UNIVERSITY

Master of Science in Design and Construction Integration | GPA 3.95 / 4.0

Stanford, CA

Jun '10

- 2nd place in Association of General Contractors' national competition – Captain

UNIVERSITY OF CALIFORNIA, LOS ANGELES

Bachelor of Science in Civil and Environmental Engineering | Major GPA 3.8 / 4.0

Los Angeles, CA

Jun '08

- 9th place in national Concrete Canoe competition (Over 150 teams) – Project Director

EXPERIENCE

STACY AND WITBECK CONSTRUCTION, INC.

General contractor with \$450M revenue specialized in public transportation systems

Lead Engineer

Portland, OR

- Managed five crews and subcontractors in \$1.6BN Portland-Milwaukie light rail project; delivered underground systems one month ahead of schedule with 15% savings.
- Modernized project owner's approval process by eliminating bureaucratic hurdles through a matrix organizational structure and electronic document control; expedited the process by 67% (two weeks).
- Upgraded to electronic timecards from the manual version and developed Visual Basic scripts to generate automated progress reports and real-time updates from the electronic timecards.
- Implemented new safety measures which reduced the injury rate by 33% in six months.

Field Engineer

Portland, OR

- Collaborated with PR team to educate the public about disruptive construction operations which reduced public complaints by 65% in two months.
- Suggested design modifications to the project team which resulted in \$2.1M cost savings.

Estimator in Head Quarter office

Alameda, CA

- Prepared contractual bids for projects in California and Oregon ranging from \$30M to \$650M; successfully won the largest project in the company's history.
- Initiated company-wide cloud-based document control which saved \$250K annually in paper waste.

US GENERAL SERVICES ADMINISTRATION (GSA)

Washington, DC

Program Manager / Visiting Fellow

Mar '09 – Oct '09

- Directed GSA's nationwide bid process for construction management and modeling services; evaluated over 130 firms and awarded \$150M worth of long-term contracts.
- Analyzed and published case studies on pilot 4D construction projects and developed 4D-modeling guidelines to advance GSA's national program in Visual Design & Construction.

LEADERSHIP

American Society of Civil Engineers

Portland, OR

- Marketing/Finance Chair for Western Regional Conference: organized annual networking event for over 300 attendees, and raised \$22,000 through corporate sponsorships.

Stanford Alumni Association

Portland, OR

- Board Member: managed group's online presence. Organized Day of service.
- Alumni Mentor: Advised undergrad students on career development. Interviewed local applicants.

Interests: Optimization, Linear programming, Classical piano, Soccer (intramural captain in college), Cooking

RANJANA NINAN

ranjana@mit.edu • 235 Albany Street, Cambridge, MA 02139 • (857) 366-2093

Education

University	Degree	Year
Massachusetts Institute of Technology, Cambridge, MA	M.Eng: Logistics and Supply Chain Management	Jun 2014
Mahatma Gandhi University, Kochi, India	B.Tech: Computer Science and Engineering	Aug 2007
<ul style="list-style-type: none">▪ Recipient of Dhirubhai Ambani Undergraduate Scholarship for all-round achievement▪ Elected as Vice Chairperson of a 1000+ student body▪ Won awards at the National and State-level as a member of the College Quiz Bowl team		

Professional Experience

Gulf Extrusion Co. LLC		Dubai, UAE
Purchase Engineer		Aug 2011 – May 2013
Gulf Extrusions is one of the leading aluminum extrusion and surface treatment companies in the Middle East catering to the Industrial, Construction and Automotive sectors and has offices in Europe, UAE, KSA, Qatar, Ethiopia and India		
Responsibilities	<ul style="list-style-type: none">▪ Managed 10% of the annual spend, procuring industrial chemicals, gases and packaging material▪ Developed new products and vendors by liaising with suppliers and division heads of Anodizing, Powder coating and Packaging departments▪ Analyzed markets and pricing to recommend contracts offering the best value▪ Assessed potential delays in material flow and responded with corrective measures to mitigate supply risk	
Achievements	<ul style="list-style-type: none">▪ Negotiated 50% cost reduction in the license renewal fee of a patented coloring technology▪ Implemented a material recovery program for polythene roll cores as a lean initiative▪ Developed an alternate supplier for crepe kraft wrapping paper, reducing the lead time by 60% and the cost by 20%	

Robert Bosch Engineering and Business Solutions Ltd		Bangalore & Coimbatore, India
Senior Software Engineer		Sep 2007 – May 2011
Responsibilities	<ul style="list-style-type: none">▪ Led team of three to resolve user-generated tickets related to SAP Role Allocation and User Administration▪ Implemented change requests on production systems at Robert Bosch South Africa▪ Audited 60+ production systems (R/3, APO, BW & CRM) belonging to Bosch's Automotive Technology units in Europe to ensure compliance with internal controls▪ Analyzed database table growth of the production systems in the automotive system landscape to identify risk and recommended changes in settings	
Achievements	<ul style="list-style-type: none">▪ Increased customer satisfaction (CSAT) from 91% to 96% in 2 years▪ Improved availability of UBK-RM SAP development and quality systems to 99.7%▪ Achieved 99% accuracy in security system audits▪ Set up and moderated the 'Tech Question Of The Day' initiative to improve the technical acumen of the BASIS team	

Robert Bosch Engineering and Business Solutions Ltd		Stuttgart, Germany
Associate Software Engineer		Mar 2008 – Sep 2008
Responsibilities	<ul style="list-style-type: none">▪ Selected as key point of contact to interface between the Enterprise Risk Team and offshore BASIS team, within 6 months of joining Bosch▪ Generated additional workstream in a Central User Administration project by identifying four new systems for inclusion	

Additional information

- Interests: Trivia, Travel, Classical dance
- Additional languages known: Malayalam, Hindi, Arabic, German
- Programming Languages: C, C++, SQL, Java

HIRAL NISAR

550 Memorial Drive Apt 16A-3, Cambridge, MA 02139 • (608) 345 6210 • hnisar@mit.edu

Education

Massachusetts Institute of Technology (MIT), Cambridge, MA
Master of Engineering in Logistics, Supply Chain Management Program

June 2014

University of Mumbai, India
Bachelor of Engineering in Computer Science

May 2005

Professional Experience

IBM India Pvt. Ltd., Bangalore, India

Sep 2011 – July 2013

Senior Consultant

- Managed a team of 5 to customize the IBM Sterling Multi-Channel Fulfillment Solution (MCFS) for second largest home improvement store, helping the client to better manage sourcing and scheduling of products
- Supervised the defect triage team of 7 analysts; performed defect analysis reducing the outstanding defects by 70%
- Collaborated with multifunctional teams for quicker resolution on defects with a 3 day turnaround time
- Introduced and implemented a new tool for code review, facilitating process improvement and reducing rework by half
- Oversaw training and mentoring of 4 junior technical members, increasing their efficiency and productivity

Deloitte Consulting India Pvt. Ltd., Bangalore & Mumbai, India

May 2008 – Aug 2011

Consultant

- Led a team of 4 to integrate new technologies in Deloitte's Integrated Eligibility solution, enabling Deloitte to gain a competitive edge over its competitors and win more projects
- Designed and oversaw a development team to convert MA Government's School Lunch paper-based application into an online system, which reduced the paper work, and increased the efficiency and maintenance by 40%
- Coordinated a quality team developing test models and scripts to assess the eligibility for benefit programs
- Assisted the sales team in the project bidding process with competitive analysis of requirements, solution benchmarking, and customized implementation of the solution, thereby improving sales
- Conducted impact analysis with the MA Government's Department of Transitional Assistance and subsequently updated the web-service to ensure zero impact on residents
- Organized technical training to build capability and facilitate technical certification
- Engaged in talent acquisition initiatives

Infosys Technologies Ltd., Mangalore, India

Aug 2005 – Apr 2008

Software Engineer

- Designed and developed web based UI portals that allowed Apple and its business partners to track their B2B EDI (Electronic Data Interchange) transactions efficiently and trace errors
- Tested B2B EDI communications between Apple and its business partners using Web-Methods
- Developed and tested change requests to Apple's HR application

Awards and Certifications

- Recipient of the Applause Award at Deloitte for significant contribution to the project
- Ranked 13th among 100,000 students in the Maharashtra State Merit List in Grade 12
- Certified in Sun Certified Java Programming (SCJP) in June

Additional

Technical Skills: Java, J2EE, Web Services, SQL, JSP, Servlets, C, C++, EJBs, RCP, HTML, XML,

Product Knowledge: IBM Sterling MCFS, Oracle 10g, Web-Methods, Palisade suite

Computer Skills: MS Windows, Word, Excel, Access, Visio and PowerPoint

Language: Proficient in English, Hindi and Gujarati

Volunteer Activities: Taught Self-Defense tricks to young girls, taught candle-making to girls rescued from trafficking, painted a school, donated blood, supported scholarships for student education

XIAODAN PAN

235 Albany Street, Cambridge, Massachusetts, MA 02139 | +1-617-7128821 | pan_xiaodan@hotmail.com | panxd@mit.edu

ACADEMIC BACKGROUND

Massachusetts Institute of Technology , Cambridge, MA Master of Engineering in Logistics, Supply Chain Management Program Awarded International Logistics Fellowship Thesis: <i>Boeing 737-Design the Flow into Supply Chain</i>	June 2014 (Expected)
Queen's University , Kingston, Canada Master of Science in Management Science Awarded Geoffrey H. Wood Foundation MSc Management Awards Thesis: <i>Analyzing Economic and Environmental Impacts of Smart Grid Technology</i>	August 2013
Dalian Maritime University , Dalian, China Master of Engineering in Transportation Planning and Management Thesis: <i>Regularity Analysis of Oil Freight Market</i>	March 2002
Dalian Maritime University , Dalian, China Bachelor of Engineering in International Shipping Management	July 1999

PROFESSIONAL EXPERIENCE

(Current Work Permit: Canada and China)

China Petroleum Materials Corporation , Beijing, China Senior Engineer/Executive Assistant of Logistics Dept. - Developed "Evaluation Criteria of Global Logistics Service Quality" corporate standard handbook which was implemented in China National Petroleum Corporation (CNPC) in 2012.	2011-2012
China National Petroleum Corporation , Beijing, China Senior Engineer/Executive Assistant of Import & Export Dept. - Created "Regulation & Rules of Global Logistics Service Procurement Management" for CNPC which was issued and put into use by CNPC in 2010. - Organized "CNPC Global Logistics Service Provider Admittance" project which integrated and certified 60 of 200 logistic service providers to establish a centralized logistics management system.	2010-2011
China Petroleum Materials Corporation , Beijing, China Senior Engineer/Executive Assistant of Logistics Dept. - Drafted "Feasibility Study on Strategic Alliance with National Railway Ministry of China", served as the delegate from CNPC in the Railway Joint Working Group; coordinating engineering material supply for West East II Gas Pipeline Project and Trans Asia Gas Pipeline Project.	2009-2010
China Petroleum Material & Equipment Freight Corporation , Beijing, China Operation Manager/Marketing Manager/Vice-General Manager - Organized imported and exported engineering material supply on a door-to-door basis for China West East Gas Pipeline Project from 2002 to 2005 (1.2 million tons of pipes and 7000 sets of equipment) and India Reliance East West Pipeline Project from 2005 to 2007 (0.6 million tons of pipes). - Developed "Common Logistics Solution to Large-scale Petroleum Projects" handbook and "Standard Logistics Service Contracts of Various Transport Modes" which are now used as part of operating procedure in China Petroleum Materials Corporation.	2004-2009
China Petroleum Material & Equipment (Group) Corporation , Beijing, China Engineer/Project Manager of Transportation & Insurance Dept. - Drafted "Feasibility Study on the Joint Venture Project of CNPC and COSCO" and served as the delegate from CNPC in charge of the start-up of the joint venture project.	2002-2004

PUBLICATIONS

- Dayong Cao, Xiaodan Pan and Xiubin Leng. "Comparative Analysis of Water Transport and Railway Transport." *Transport Standardization*, 201, no.7 (July 2009): 46-47.
- Xiodan Pan and Yong Shi. "Comparative Analysis of FOB & CIF Trade Terms Focusing on Large-Scale Petroleum Engineering Projects." *Petroleum & Petrochemical Material Procurement*, 16, no.4 (April 2009): 89-91.

Amit Panditrao

4F, Mayberry Dr., Westborough, MA 01581. (240) 277-2229
amitpanditrao@hotmail.com

EDUCATION

- **Massachusetts Institute of Technology, Cambridge, MA**
Master of Engineering in Logistics, Supply Chain Management Program Jun '14
- **University of Toledo, OH.** MS - Manufacturing Management Dec '00
- **University of Pune, India.** BE - Mechanical Engineering Aug '94

PROFESSIONAL EXPERIENCE

- Staples (Framingham, MA)** July '12 – July '13
Lead – Statistical forecasting and analysis
- Developed analytics capabilities in a newly set up demand planning group
 - Analyzed Halo/Cannibalization effect using StatTools regression package
 - Built a promotional demand planning tool based on price elasticity concept which cut the promotion planning process time by 25% and improved forecast accuracy by 5%
 - Built a statistical forecasting tool that replaced manual forecasting
 - Trained and supported 20 demand planners on new tools and processes
 - Used Llamasoft optimization and simulation modeling to improve stocking decisions and “Trips per Order” metrics.
- Lowes Companies (Mooresville, NC)** May '05 – July '12
Integrated planning and execution project Aug '10 – July '12
Forecast Manager – Projects
- Prototyped JDA supply chain solutions with Lowe's data and provided recommendations for key implementation decisions such as sales history periods, forecasting algorithms
 - Cut new product launch time by 1-2 weeks by aligning merchandising and supply chain processes / tools
 - Was handpicked as a “change agent” to drive and socialize the project across the organization
- Demand Planning Analytics** Jul '07 – Aug '10
Forecast Manager – Projects
- Led a newly set up group of 3 direct reports and 10 indirect reports to strengthen analytics capabilities
 - Developed in-house analytics tools to align execution with planning, and saved \$10 million through inventory reduction
 - Advised demand and supply planners on best ways to use analytics to make decisions
 - Optimized JDA / INFOREM forecasting system parameters for products with various selling patterns
- Supply Chain Planning project** Jun '06 – Jul '07
Sr. Project Forecast Analyst
- Led implementation of JDA Demand and Fulfillment software. The project benefits include inventory savings of \$100 million
 - Organized training, rollout, communication, and Go-live activities for 40+ users
- Demand Planning** May '05 – Jun '06
Forecast Analyst
- Led sales and operations planning process for Paint category with \$1 billion in annual sales
 - Managed demand forecast for new and seasonal products in Paint
- Manugistics Inc., MD (acquired by JDA) (Rockville, MD)** Feb '01 – May '05
Leading Supply Chain Software Company
- Supply Chain Consultant* Feb '05 – May '05
- Supported demand / supply systems implementation at Cordis, saving \$1 million through inventory balancing
 - Trained other supply chain consultants on a new Inventory optimization product
- Sr. Test Engineer / Test Engineer* Feb '01 – Feb '05
- Developed software solutions to address supply chain problems of clients such as GE lighting
 - Trained and led a team of five test engineers at company's offshore development center in India
 - Supported launching of a new software product 'Inventory Policy Optimization' designed to help retailers optimize safety stock levels across supply chain

DANIELE PRIMAVERA

236 Huron Ave, 02138 Cambridge MA - 781 382 8744 – primaver@mit.edu

EDUCATION

Massachusetts Institute of Technology

Cambridge, MA

Master of Engineering in Logistics, Supply Chain Management Program

June 2014

University of Bologna

Bologna, Italy

Master of International Relations and Diplomatic Studies

June 2006

Focus on International Economics – GPA 4.0

Domenico Tardini Foundation 5 year Scholarship covering housing and tuition

University of California San Diego

San Diego, CA

"Overseas Programme" scholarship for study abroad

June 2004

EXPERIENCE

United Nations World Food Programme - Headquarters

Rome, Italy

Resource Management and Demand Planning Analyst

Aug 2009 – June 2013

Designed and implemented the Forward Purchase Facility project: managed demand planning analysis, sale process and food inventory monitoring and optimization model. Created key indicators and analytical tools to monitor the global WFP materials and resources flow and utilization.

- Reduced WFP upstream supply chain lead-time from 106 days to 31 days
- Led operational groups through a business process reorganization
- Managed 300 Million US\$ of revolving working capital
- Developed ex novo an SAP and non-SAP business supply chain process
- Invented and launched the Global Projects Balances dashboard to monitor funds utilisation for the entire WFP 4 Billion US\$ portfolio
- Lowered data query running time from 200 minutes to 5 minutes.

United Nations World Food Programme - West Africa Regional Bureau

Dakar, Senegal

Resource Management Analyst

Jan 2009 – Aug 2009

Managed West Africa portfolio: provided resource management, budget and control support and guidance to 19 countries

- Implemented budget planning for the 200 Million US\$ regional portfolio
- Nominated by Regional Director as regional SAP expert and team leader for the new SAP platform for resource management processes

United Nations World Food Programme – Benin Country Office

Cotonou, Benin

Food Pipeline Officer

Feb 2007 – Jan 2009

Managed food pipeline for Benin and Togo operations. Conducted local food market analysis and market intelligence research.

- Optimized food pipeline and resources usage for an annual 3 Million US\$ funding level
- Designed a food price monitoring system to raise 2 Million US\$ of funds

TECHNICAL SKILLS

Linear Programming, Optimization and Simulation Models, SAP ERP system, Business Object, APO and Microsoft Office.

LANGUAGE SKILLS

English and French (fluent); Spanish (conversational); Italian (native).

Additional Note: Permanent Resident Status

Kyle A.C. Rocca

Permanent: Brentwood, TN 37027 • Current: Brookline, MA 02446

M: +1 (847) 302 7001 (USA) • kyle.rocca@fulbrightmail.org

EDUCATION

Massachusetts Institute of Technology, Cambridge, MA

Expected June 2014

Masters of Engineering in Logistics, Supply Chain Management

University of Notre Dame, Notre Dame, IN

May 2009

Bachelor of the Arts, Psychology; Bachelor of Sciences, Biological Sciences

Glynn Family Honors Program (top 1% of admitted students, 75% retention, Thesis Requirement)

National Outdoor Leadership School, Alaska

July 2005

PROFESSIONAL EXPERIENCE

Zurich North America

August 2010 - July 2013

Houston, TX - *Underwriter*

- Executed relationship management for several key clients, including Fortune-500 and Fortune-1000 company CFOs and Risk Managers.
- Managed and grew a book of business by 25%, contributing to a group book of \$30M in a competitive market.
- Conducted risk management and mitigation for international exposures and environmental liabilities.
- Nationally recognized within company on multiple occasions for compliant program design, new business successes, and cross-sell achievements.

PRTM Management Consulting

March - May 2010

Bangalore, India - *Associate Intern*

- Led an Indian market assessment for leading food safety product manufacturer where client fully adopted recommended strategy for growth through attacking key market segments.
- Provided data analysis for the optimization of structural inefficiencies in a 1,200-person company.
- Advised local office on cross-cultural integration, drawing on insights from Indo-US experiences.

Fulbright Nehru Scholar

August 2009 - May 2010

Bangalore, India

- EDGE Fellow: worked dynamically with MM Activ, event secretariat, in preparation for the Emerging Directions in Global Education (EDGE) Conference.
- Cooperated in the drafting, authoring, and publishing of the EDGE-NIAS conference paper, covering the internationalization of higher education.
- Developed cell biology research proposal to study the neurocognitive impact of a rare HIV isolate.
- Created scheme for integrating a fluorescent marker protein in a latent HIV cell population.

PUBLICATIONS & PRESENTATIONS

Rocca KA, Gray EM, Constantini C, Besansky NJ. 2La chromosomal inversion enhances thermal tolerance of *Anopheles gambiae* larvae. *Malar J.* 2009; 8: 147.

Gray EM, Rocca KA, Constantini C, Besansky NJ. Inversion 2La is associated with enhanced desiccation resistance in *Anopheles gambiae*. *Malar J.* 2009; 8: 215.

HONORS & AWARDS

Zurich: *Bronze Award*: April 2010, July 2013, *Navigate to Yes* – 4 Awards, *Spot Awards* – 2 Awards, National Science Foundation – Graduate Research Fellowship, Fulbright-Nehru Student Research Fellow, Notre Dame Scholar, Glynn Family Scholar

ADDITIONAL INFORMATION

Languages: French (Intermediate/Advanced), Spanish (Basic), Latin (Basic)

Computer: Mac and Windows OS, Microsoft Office Suite, Adobe Suite, SPSS, SQL, HTML

Interests: Traveling, Volunteering, Watching College Sports

Joshua Rosenzweig

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EDUCATION

Massachusetts Institute of Technology / Cambridge, MA Expected June 2014
Masters of Engineering in Logistics
Supply Chain Management Program

Chaminade University / Honolulu, HI December 2012
Masters of Arts in Teaching

University of Connecticut / Storrs, CT May 2011
Bachelor of Science in Mechanical Engineering, Magna Cum Laude
Minors in Mathematics and Business Administration
Honors Program

EXPERIENCE

Amazon Logistics Thesis Project / *MIT* / Cambridge, MA September 2013 – Present

- Optimizing transportation flow from distribution center to end consumer
- Developing analytical model to decrease transportation cost in operational regions within specific carrier constraints

Waianae High School / *Teach For America* / Waianae, HI August 2011– July 2013
Mathematics & Science Teacher

- Led instruction of Geometry, Algebra II, and Biology courses to a total of 273 low income students
- Inspired student motivation and growth through relationship building, long-term planning, and goal setting
- Collaborated with coworkers to implement classroom strategies driven by student data and increased writing scores of students at Waianae from 2.3 to 2.8 on a common rubric
- Incorporated new common core curriculum to Geometry students with a focus on literacy

University of Connecticut / *Quantitative Learning Center* / Storrs, CT August 2009– May 2011
Physics/Calculus Tutor

- Shared my knowledge and skill of Calculus I, Calculus II, Physics and basic engineering courses with 1st and 2nd year undergraduate students
- Provided a safe environment for struggling students to understand their weekly classroom instruction by offering tiered instruction and positivity

Associated Spring / *Barnes Group* / Bristol, CT May 2010–August 2010
Lean Intern

- Maximized system efficiency in precision valves production line through data collection and analysis of current plant processes in the metal parts finishing area
- Participated in a week long information gathering event to obtain valuable insights on the inner workings of the automotive parts manufacturing plant
- Implemented changes to production systems focused on creating a lean and efficient environment

ACTIVITIES & AWARDS

International Logistics Fellowship	2013
Amgen fellow / Teach for America	2011-2013
Home hospital tutor / Waianae, HI	2012
University of Connecticut Undergraduate Student Government / Senator	2010-2011
Tau Beta Pi engineering honor's society / President	2010-2011

TECHNICAL SKILLS

Proficient in MS Excel, MS Access, MATLAB, AutoCAD

Alireza Sarmadi Rad

134 Northampton St., APT 404, Boston MA 02118 - (949) 231-7540, asarmadi@mit.edu

EDUCATION

- Massachusetts Institute of Technology**, Cambridge, MA 06/2014
Master of Engineering in Logistics - Supply Chain Management Program
- Temple University - Fox School of Business (Japan Campus)**, Tokyo, Japan 01/2009
Master of Business Administration - Executive Program
- Azad University - South Tehran Branch**, Tehran, Iran 02/2005
Bachelor of Science - Industrial Engineering

PROFESSIONAL EXPERIENCE

- TÜV Rheinland of North America**, Boxborough - MA, USA 04/2011 - 07/2013
(TÜV Rheinland is a global leader in independent technical testing and assessment services)
Operations Manager - Medical Group 10/2012 - 07/2013
Responsible for managing four administrative personnel, supervising 11 auditors' activities & overseeing all audit and test projects
- Delivered thorough business analysis support to senior management on budgeting, P&L reporting, operations planning & performance monitoring of the division (medical group's average revenue is \$750,000 per month)
 - Optimized auditing procedures which reduced project delivery time by 25% and ultimately improved quality of service
 - Redefined operational, financial & sales metrics enabling better performance evaluation & faster business opportunity identification
- Account Executive - Brand Risk Management (Supply Chain Security)* 04/2011 - 09/2012
Responsible for providing supply chain security consulting & furthering company's profitability with a focus on growing key accounts
- Provided consultancy and preliminary technical support to customers on company's two proprietary software in supply chain security (Mass Serialization / Track & Trace) which improved customer satisfaction and reduced response time by 15%
 - Developed, improved and managed relationships with key decision makers and influencers in all eight accounts of the department
 - Supervised and coordinated product management activities and business development projects with colleagues in Germany, Japan & India which eventually improved internal communication and increased global team's productivity by 20%
- New Challenge Group (NCG)**, Tokyo, Japan 10/2009 - 08/2010
(New Challenge Group is a trading company)
Supply Chain Manager
Responsible for supervising the logistics teams & sourcing of 16,500,000 lbs. per month of pork meat from North America/Europe to Japan
- Performed a thorough analysis of the company's suppliers and developed a selection criterion which resulted in shortlisting the top four valuable partners within three months. These partners supplied 90% of the total business going forward
 - Negotiated with suppliers and enhanced relationships which improved response time and quality of service by 20%
 - Prepared daily bids/counters based on demand, estimated delivery time and exchange rate fluctuations which increased the company's procurement from 170 containers per month (average container value: \$80,000) to 320 in a four months period
- TÜV Rheinland Japan Ltd.**, Yokohama, Japan 11/2006 - 09/2009
User Support Group Manager 1/2008 - 09/2009
Responsible for leading and supervising the Helpdesk & Purchasing teams within the IT department
- Enhanced the purchasing process by redeveloping & streamlining all the steps and automating the procedure. These efforts simplified the submission of purchase requests, reduced internal approval cycle time by 75% & improved delivery time by 40%
 - Reduced equipment cost 27% by centralizing the procurement of monitors, desktops and laptop sets from a sole supplier
 - Analyzed Helpdesk business model & redefined its procedures which increased quality of service & shortened response time by 25%
- Purchasing Coordinator* 11/2006 - 12/2007
Responsible for procuring IT equipment/services for internal use of TÜV Rheinland (yearly procurement value is \$2,500,000)
- Farassoo International**, Tehran, Iran / Dubai, UAE 3/2005 - 1/2006
(Farassoo is a computer peripheral Manufacturer/Importer)
Purchasing Manager
Responsible for leading the purchasing team and streamlining the procurement & importing processes
- Led the purchasing team for the import of \$15,000,000 SKD/CKD material & finished products from China & Taiwan
 - Controlled the company's logistics activities and supervised the handling of import documents which improved delivery time by 15%
- Pars Mavara'e Bahar**, Tehran, Iran 8/2003 - 2/2005
(Pars Mavara'e Bahar is an Importer/Distributor of Industrial Refrigeration Systems from Spain)
Purchasing Coordinator - Responsible for purchasing industrial refrigeration systems and managing negotiations with suppliers

ADDITIONAL INFORMATION

- APICS **Certified Supply Chain Professional** (CSCP), May 2012
- Languages: English (Fluent), Spanish (Fluent), Farsi (Native), Japanese (Basic), French (Basic)
- Member of the **Beta Gamma Sigma** honorary society based on outstanding performance (MBA's GPA: 3.94)
- Software: Microsoft Office, MS Project & Visio, Lotus Notes, SAP (Modules: Controlling, Finance, Sales/Distribution & CRM)
- Green Card Holder (US Permanent Resident)

HANG SHI

HangShi@MIT.edu | (678) 206-9491 | Cambridge, MA | U.S. Citizen

EDUCATION:

Massachusetts Institute of Technology:

08/2013 -06/2014

- Master of Engineering in Logistics / Supply Chain Management (SCM)
- Thesis: Analyzing real-time retail data to more accurately forecast demand and design supply chain strategies
- Relevant Courses: Operational Strategy, Data Analysis Methods, Financial Analysis
- GMAT: 760 (99th Percentile)

Georgia Institute of Technology:

08/2000-06/2004

- Bachelors in Electrical Engineering, GPA: 3.88/4.0 (*Summa Cum Laude*)
- Certificate in Engineering Entrepreneurship

EXPERIENCE:

Envision: Strategic Account Manager / Distribution Manager

Atlanta GA, 10/2011- 7/2013

Sold and managed projects (\$23M) to multi-billion dollar high-tech clients by establishing trusted advisor status, completing deliverables to meet schedule, mitigating risk, and appropriately allocating technical resources

- Developed long-term comprehensive strategies to penetrate new market-segments to increase sales (13%, \$2.7M)
 - Analyzed revenue potential, strategic fit based on current product offerings, and pricing options
 - Garnered internal support by providing detailed analysis, structured action plans, and networking strategically
 - Architected new designs collaboratively with clients' senior executives, project managers, and engineers
- Managed 4 distribution offices with 4 quarters of increased sales, improved team chemistry, set new incentives, and conducted engaging trainings
- Negotiated contracts with new suppliers to add to *Envision's* offerings and increase potential revenue (3%)

Arrow Electronics: Sales Engineer (SE)

Atlanta, GA 03/2009- 10/2011

Managed \$12M dollar territory, enriched client relationships, and increased revenue (18%, \$2.2M) by selling value-added supply chain services and 3rd party design services in addition to semiconductor products

- Developed new global revenue tracking system with senior management and special task force that increased sales teams' profitability up to 50% and uncovered new potential clients that previously could not be globally tracked
 - Diagnosed root causes of global tracking impediments and proposed multiple complementary solutions
 - Coordinated collaboration between NA and Asian teams to connect revenue trail
 - Drove initiative in 3 offices, led by example and used logical persuasion to overcome reluctance to change
- Mentored SE by setting technical and sales development goals, providing strategic and tactical guidance
- Managed In-Plant Stores to increase revenue 20% by reducing overhead, nonessential inventory and response time

Avnet Electronics Marketing: Field Applications Engineer

Atlanta, GA 08/2007- 03/2009

Technical leader for Avnet Atlanta to support and drive sales team

- Analyzed and designed technical products ranging from military to consumer to industrial markets
- Presented worldwide web-seminar on LED and wireless technologies to over 100 clients company wide
- Conducted technical trainings to improve sales team "opportunity discovery" metrics over past two years

Motorola Solutions: Sr. Electrical Engineer

Lawrenceville, GA 06/2004- 08/2007

Electrical design with multi-functional teams: marketing, manufacturing, suppliers and customers

- Developed 6-Sigma based Monte-Carlo analysis to improve design flexibility and reduce cost by 16%
- Managed production engineers in Asia by guiding them through final design phase and production preparation
- Initiated and designed predicative discharge profile to improve battery-life accuracy by 28%

EXTRACURRICULAR / SKILLS

Activities:	Led over 80 people to become electoral delegates to County, District and State Convention (Georgia) MIT SCM Program Committee – Organizing guest speakers and site visits for SCM class Teaching self-defense to MIT SCM class
Technical:	Excel, Access, SQL, Tableau, MATLAB, Java, C
Languages:	Chinese (Mandarin)
Hobbies:	Muay Thai, Krav Maga, Golf, Mountain Biking, Foosball, Learning History and Global Economics

JAE-SUNG SHIN

1 Amherst Street, E40-276, Cambridge, MA 02142 • (617) 821-5242 • j_shin@mit.edu

EDUCATION:

Massachusetts Institute of Technology (MIT), Cambridge, MA Expected Jun. 2014
Master of Engineering in Logistics
Korea University, Seoul, Korea Mar. 2000 – Jun. 2007
Bachelor of Engineering in Industrial Engineering
University of California, Davis, CA Sep. 2005 – Jun. 2006
Study Abroad

EXPERIENCE:

Hyundai Heavy Industries, Ulsan, Korea Jan. 2008 – Jul. 2013
Production Manager, Steel Production Team at Shipbuilding Division

- Oversaw the steel production process for shipbuilding and built up of production schedules.
- Spearheaded \$200M sales project to export HHI's whole shipbuilding processes and know-how to EBX Group, a shipbuilder in Brazil, the company's first case to sell knowledge.
- Co-led a 30-member team renovating existing SAP ERP system in a more customized way, increasing the efficiency by 73%.

Production Manager, Logistics Team at Shipbuilding Division

- Supervised 250+ field workers and managed 40+ business partners for the supply chain of steel parts.
- Achieved 58 mechanical patents, such as goniometer for press machine, steel ball elevator, and grinding worktable.
- Participated in a task force to analyze global competitors' strengths; presented technological improvements to executive directors; received the Annual Company-Wide Best Employee Award.
- Launched an integrated logistics system by eliminating manufacturing bottlenecks, saving the company \$3.2M.

Sun Microsystems, Seoul, Korea Jul. 2007 – Dec. 2007
System Support Engineer, Finance Division

- Provided technical support to the server and operating system of Kookmin Bank and Samsung Electronics.
- Created and maintained a good working rapport with 20+ subcontractors.
- Developed a \$3.4M proposal for consulting Kookmin Bank's computing system, the second biggest deal in recent five years; received Best Energy Employee Award.

U.S. Army, 2nd Infantry Battalion, Seoul, Korea Aug. 2002 – Sep. 2004
Sergeant, KATUSA (Korean Augmentation to U.S. Army)

- Excelled in my duties as a computer system administrator; received the Army Commendation Medal.
- Organized Korean Tour for US soldiers' families, Korean Home Visiting, and US-Korea mini-Olympics.

ADDITIONAL:

- Co-founded *Hindsight*, a non-profit organization with 11,000+ members, dedicated to teaching underprivileged students. (2009 – 2013)
 - Co-founded a social group to improve the relationship between foreigners and Koreans in Ulsan and Busan areas, the biggest international group in the province with 5,000+ members. (2008 – 2013)
 - Internship at Samsung Corporation; received Best Presentation Award. (Dec.2006-Jan.2007)
 - Received Excellent Exchange Student Award with GPA of 4.0 at UC Davis.(Jun.2006)
 - Founder and President of Environmental Club; led a nationwide environmental campaign. (2004-2007)
 - Vice-president of Basketball Club leading the team to champion in college basketball tournament. (2000-2007)
-

XUEWEN (BENNY) SUN

278 Vassar Street Apt K-3, Cambridge, MA 02139 | 912-401-6896 | bsun@mit.edu

EDUCATION

Massachusetts Institute of Technology

Master of Engineering in Logistics, Supply Chain Management Program

Thesis: Analyzing historic service data to design new KPIs improving GlaxoSmithKline's stock-out performance

Cambridge, MA

Expected June 2014

Dongbei University of Finance and Economics

Bachelor of Law in Commercial and Maritime Law (GPA 3.8/4.0, top 5 graduate)

Dalian, China

Dec 2011

Huaqiao University

Bachelor of Mechanical Engineering (Outstanding Student Leader Scholarship)

Quanzhou, China

July 2004

EXPERIENCE

Container Maintenance Corporation

Manager, Key Account and Supply Chain Management

Savannah, GA / Jan 2011 – May 2013

Managed 20 union employees and 6 supervisors; hired and developed engineering team; planned and led sourcing events, reducing material lead time by 25%; optimized yard allocation to reduce equipment transportation time by 25%

- Created sourcing guideline and negotiated strategic contracts with parts suppliers to reduce annual cost by 20%
- Developed forecast and inventory models to increase forecast accuracy by 60% and eliminate stock-out issue
- Designed and implemented safety strategy to promote safety culture and reduce incidents by 30%
- Increased team productivity index from 1.0 to 1.3 by initiating production incentive program

Managed \$60M fleet for three key clients; met and exceeded customer needs on daily basis

- Developed chassis segmentation model to optimize repair options and saved repair cost by \$600K
- Simplified field inspection process through redesigning operating procedures, decreasing customer labor cost by 75%
- Analyzed market trend and risks, developed sales strategy, and acquired clients to increase annual revenue by \$20M

A.P. Moller – Maersk Group

Supervisor, Maintenance and Repair

Savannah, GA / Dec 2008 – Jan 2011

- Ensured vendors met repair criteria, quality standards, and safety requirements through regular site visits
- Conducted field research and statistical analyses of roadside repair to reduce annual road service cost by 5% (\$300K)

Maersk International Shipping Education (MISE) Trainee

Copenhagen, Denmark / Jun 2006 – Dec 2008

Selected among 85,000+ candidates for the MISE leadership program with three job rotations

- Created phone interview guideline and redesigned recruitment campaigns to improve hiring rate by 10%
- Analyzed historic sales data, diagnosed root causes, and conducted customer visits to raise sales by 12%

Maersk China Shipping Company

Guangzhou, China / Jun 2004 – Mar 2007

Project Manager

- Aligned Standard Operating Procedures and merged eight teams into one documentation department with new management structure; assessed risks and developed mitigation strategy for reorganization
- Reduced overtime by 45% and documentation processing time by 20%; increased client satisfaction from 3.5 to 4.5/5

Team Manager (25 subordinates)

- Analyzed high employee attrition cause and developed motivation initiatives to reduce turnover from 12.5% to zero
- Improved vessel release electronic data interchange accuracy rate from 90% to 99% through Data Quality Analysis

Project Analyst

- Redesigned Maersk Line intranet website with zero data discrepancy and 30% reduction in schedule
- Presented new website template to executive board; awarded "Model Sample Website Prize" among 48 global areas
- Decreased cargo rerouting by 4% and ensured on time delivery through optimizing vessel capacity and connections

HONORS AND SKILLS

-
- Founder & CEO of *itongcheng.com*, China's leading local city portal providing forum and advertising services
 - Won Third Place of 2014 APICS-MIT Student Case Competition
 - Won 2009 Maersk Equipment Service Company Best Performer out of 200+ employees
 - Won 2006 Maersk International Shipping Education (MISE) Exceptional Graduate Award out of 300+ graduates
 - **Languages:** English (proficient), Mandarin (native), Cantonese (native)
 - **Computer:** MS Access, SharePoint, Tableau, MS Web Developer/XML, Visual Paradigm/UML, MS SQL, ASP/PHP

Guilherme Veloso de Aguiar

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EDUCATIONAL HISTORY

Massachusetts Institute of Technology (MIT)

06/2014

Master of Engineering in Logistics, Supply Chain Management Program (SCM)

Cambridge, MA

- Coursework: Analytical Methods for SCM, Logistics Systems, Economics, Global SC Management
- Thesis Project: Developing a methodology for estimating carbon emissions from Less Than Truckload (LTL) shipments

FAE Centro Universitário

02/2013

Specialist in Business Planning and Management (GPA: 9.4/10)

Curitiba, Brazil

Federal University of Paraná (UFPR)

12/2010

Bachelor of Civil Engineering

Curitiba, Brazil

- Awarded the Gold Medal for being ranked first in class at the completion of this course (class size: 100)
-

WORK EXPERIENCE

Logitrans – Logistics, Engineering and Transportation Ltd.

08/2010 – 04/2013

(Consulting company in the transportation industry, specializing in public transportation)

Curitiba, Brazil

Engineering Consultant

Developed and implemented solutions for transportation networks, coordinated field work teams, guided clients (Brazilian and foreign) through implementation of changes in their fleet and operations management.

- Led the implementation of a GPS tracking system in a public transportation company with a fleet of 55 buses in the city of Sao José dos Pinhais, Brazil, in partnership with a company from Argentina
- Designed a new staffing schedule for 400 drivers which resulted in savings of R\$ 4 million/year (US\$ 2 million) for the operating company
- Co-developed software that reduced the time needed to create bus schedules by up to 50%

Itambé Cement Company

03/2009 – 07/2009

(Cement manufacturer that operates primarily in the south region of Brazil)

Balsa Nova, Brazil

Manufacturing Intern

Monitored the plant's operation and overall cement production process, from mining to expedition, and participated in meetings and inspections with the operations department.

Tutorial Education Program (PET) – Civil Engineering

06/2007 – 03/2009

(Governmental program for the development of young leaders)

Curitiba, Brazil

Scholarship Member

Organized events, taught courses, gave lectures and presented seminars for undergraduate students and/or general public, conducted research, and developed university outreach projects.

- Co-founded and became the first President of the InterPET Executive Committee (CEPET), leading a group of 23 people in the organization of projects involving the university's PET students
 - Ranked first at Examining Board 119 of UFPR's 16th Annual Undergraduate Research Event (EVINCI) with the project titled "Study of the Production Planning and Control Process at the Construction Site: Case Study"
-

ADDITIONAL INFORMATION

- Developed a Delphi study (forecasting method) for Cia de Cimento Itambé with a group of 30 directors and managers - 09/2012 to 02/2013
- Participated in FAE's international graduate program "Comparative Management Study Tour", held at Baldwin-Wallace College, Ohio, USA - 10/2011
- Languages: Portuguese (native), English (fluent), Spanish (intermediate)
- Technical Skills: Optimization Models (Linear and Integer Programming), Simulation Models, Regression Models, SQL/Web Development (in training)

CHRISTOPHER SEAN WANG

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT)

M.Eng. Logistics

Cambridge, MA

June 2014

UNIVERSITY OF CALIFORNIA, BERKELEY

B.S. Business Administration and B.A. Economics (Cumulative GPA 3.63/4.00)

Berkeley, CA

May 2008

- Awards: Dean's Honor List (2004–2006)
- International Study: American University of Paris (Spring 2008)

SELECTED EXPERIENCE

MANAGER, REVENUE PLANNING

Time Warner / Revenue Management Group

New York, NY

May 2012 – May 2013

Led the overhaul of Time Warner's 5-year revenue generation strategy through new pricing and promotion initiatives

- Formalized plan of attack to drive top-line revenue growth across 6 U.S. markets; presented action plan to group Vice President and used predictive analytics to capture incremental revenue of \$850+ million
- Analyzed profitability scenarios for 4.5 million subscribers and advised Director and CMO on a new re-targeting strategy; proposal implemented in Q4 2012 and estimated to grow annual revenue by 7%
- Delivered whole system reform to an obsolete promotional program to save \$650+ million through efficiency gains

PROJECT MANAGER

Pictouring / Global Heritage Fund (UNESCO World Heritage Sites Fundraiser)

New York, NY

Jul 2010 – Apr 2012

Developed an analytics-driven marketing campaign that partnered with the Global Heritage Fund ("GHF"), a nonprofit conservation organization, to advocate the protection of UNESCO World Heritage Sites

- Built an analytics platform as part of a \$600,000 grant to increase web traffic to GHF; boosted impressions by ~500,000 views – a 143% YoY increase – and added \$20,000+ to GHF's \$25 million funding base
- Traveled to 14 countries and interviewed archaeological experts at 7 endangered heritage sites; coordinated with Vice President of Development to create 15 educational pieces to drive traffic to GHF's fundraising platform
- Featured in Condé Nast (Oct 2011); published photography in Travel + Leisure (May 2012)

INVESTMENT BANKING SENIOR ANALYST

Lazard Ltd. / Financial Institutions Group

New York, NY

Jun 2008 – Jun 2010

Provided mergers and acquisitions advisory to leading financial services companies. Recognized for top performance; selected for high-priority engagements; led training for 50 analysts; offered a rare third-year promotion

Selected Transactions:

Madoff Investment Securities' sale to Surge Trading (2008)

- Collaborated in a 4-person team to rebuild Madoff's financial statements; empowered a buyer with key data to purchase the company, generating \$26 million in proceeds to reimburse Ponzi scheme victims

BlackRock's \$13.5 billion acquisition of Barclays Global Investors (2009)

- Led multiple pro-forma analyses for Barclays' divestment strategies; modeled 5+ valuations to demonstrate risks, benefits, and volatility; calculated crucial metrics to support the transaction, creating the world's largest asset manager

Lehman Brothers' \$1.75 billion sale of its U.S. banking operations to Barclays (2008)

- Evaluated insolvency scenarios and market volatility to develop strategic recommendations to the Board of Directors

SKILLS & INTERESTS

Languages: Mandarin (conversational); basic reading proficiency in French and Spanish

Technical Skills: Excel, Access, SQL, HTML/CSS, Tableau Software, Dreamweaver, Adobe Photoshop

Interests: Trekking (Everest Base Camp, Annapurna Circuit, Kilimanjaro), landscape photography (published by Marshall Cavendish: 200,000 copies), travel (31 countries between 2007 – 2012)

Mark A. Woolard

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Boston, MA 02114
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610-329-7381

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Master of Engineering in Logistics, Supply Chain Management Program

June 2014

- International Logistics Fellow
- Malaysia Institute for Supply Chain Innovation Fellowship award winner
- GRE: Math 165 (92%) Verbal 163 (91%)

PENN STATE UNIVERSITY, UNIVERSITY PARK

Bachelors of Science, Mechanical Engineering 2007

- Commissioning source: PSU Platoon Leaders Class 2007, Student Leader Future Marine Officer Association
- Member of Kappa Theta Epsilon, Co-op Honor Society
- Member of Triangle Fraternity, Served as Vice President, Executive, and Risk Manager, 2 years on Executive Board
- Ean H.C. Hong Scholarship award winner

National Aeronautics and Space Administration (NASA)

January 2005-August 2005

- Engineering Co-operative intern at the John F. Kennedy Space Center in Florida.
- Served as mechanical point of contact in recommendation to director for the implementation to allow innovative design by AirFixture ® Contract within the Operations and Control Building.

United States Marine Corps, Captain

May 2007-October 2012

Company Commander- 7th Engineer Support Battalion, Camp Pendleton– San Diego, CA

- Commanded 270 Marines and Sailors in daily functions to include logistics, communications, medical, supply, construction and administration.
- Trained mentored and guided subordinates resulting in increased daily performance and the pre-deployment training, annual training, combat readiness and maintaining good order and discipline within the company.
- Upheld the good order and discipline by enforcing regulations and referred serious incidents to battalion level punishments or courts-martial.
- Planned for and supervised the construction of a cantonment area to include dining facilities, hygiene areas, guarded supply, ammunition and armory areas, billeting, and a combat operations center. This plan would go on to be used as the framework for future field exercises.
- Selected personally by the Battalion Commanding Officer for this billet from all officers within the Command and received a ranking among peers as “One of the few exceptionally qualified Marines” (top 20% of all Captains) from Colonel (O-6) Randy Lawson.

Staff Officer- 7th Engineer Support Battalion (Deployment) Camp Leatherneck-Afghanistan

- Personally selected by the Commanding Officer to conduct two investigations into injuries to Battalion personnel which would be signed by the Commanding General (1 Star Command) in concurrence.
- Planned the arrival and implementation of a platoon of Jordanian Engineers into the Battalion which was successful and resulted in a multinational engineering capability within Regional Command Southwest (2 Star Command).
- Coordinated logistics for personnel and military specialty for various operations within the Operational area.

Staff Officer- Marine Corps Base Camp Pendleton, San Diego, CA

- Accounting Official for over 400 Government Credit Cards assigned to Battalion Personnel. Provided weekly updates to the Commanding Officer and rectified any issues and detected and mitigated any fraudulent use.
- Audited and maintained accountability on \$350,000 budget of battalion funds and personally certified all accounts prior to disbursement which reduced errors from 3% to less than .5%.

Executive Officer- Marine Corps Detachment Corry Station, Pensacola, FL

- Led the improvements to the Base obstacle course utilizing over 55 Marines resulting in course deemed within standards by base safety office.
- Taught over 200 Marines in areas of combat lifesaving, squad level offensive and defensive operations.

Additional:

National Agency Check with Local Check (U.S. Clearance)-Current

David Xia, FSA, CFA

60 Wadsworth St, Apt 25A • Cambridge, MA 02142 • 630.915.0722 • dxia@mit.edu

OVERVIEW

Passionate, motivated professional with seven years of life and health insurance industry experience. Qualified actuary with strong background in corporate finance, risk management, and pricing. Highly competent project manager with global perspective and effective communication skills focused on delivering results to executive management.

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

Master of Engineering in Logistics, Supply Chain Management Program

June 2014

- **Fellowship:** Received \$10K scholarship award from the Supply Chain Management Program.
- **Scores:** GMAT – 750 (Dec. 2011).

UNIVERSITY OF CHICAGO

Chicago, IL

Bachelor of Science in Mathematics. Bachelor of Arts in Economics

March 2006

- **Achievements:** Dean's List (six quarters). Graduated with Honors.
- **Scores:** SAT – 1530/1600 (800M, 730V).
- **Activities:** Moderator, Model UN. Cinematographer for three Art Institute of Chicago short films.

EXPERIENCE

SCOR SE

Charlotte, NC

Actuary – International Life and Health Reinsurance

July 2010 – July 2013

- With 5th largest global reinsurer (2,100 employees), led corporate financial modeling functions for Asian and Latin American markets. Assisted in firm merger with Transamerica Re.
- Collaborated with C-level executives to facilitate major corporate transactions.
 - With CFO, provided purchase GAAP assumptions for \$1B SCOR-Transamerica merger.
 - Led transfer of Transamerica's Asia portfolio to SCOR Singapore office, \$150M of annual premium in transferred contracts. Eliminated redundant operational functions and presented results to management.
 - Re-priced \$40M annual premium reinsurance treaty with top Mexican worksite insurer.
- Oversaw development of financial plans utilized across three global branches with 100+ employees.
 - With executive team in Germany, developed solvency capital plan for each fiscal year. Reviewed €1.5B of capital movements across legal entities in the U.S., Singapore, Ireland, and Paris.
 - Led four member consulting team to convert modeling systems from AXIS to Prophet, managing \$250K budget. Avoided cost overruns and saved over \$100K of annual resource commitments.

ALLSTATE INSURANCE COMPANY

Northbrook, IL

Assistant Actuary – Asset/Liability Management

June 2009 – July 2010

- With leading national insurance company, selected for 15-member ALM office to manage \$20B net notional derivatives portfolio and support over 25 corporate investment portfolios.
 - Designed interest rate hedging strategy and presented risk management strategy to executive committee.
 - Evaluated duration, convexity, credit and interest rate VAR for \$70B investment portfolio.
- Coordinated involvement of Investments and Actuarial to develop valuation models for \$2B of PE investments.
- Led initiative to improve cost efficiency of actuarial recruiting program, saving \$50K of annual recruiting costs.

Senior Actuarial Associate – Finance

April 2006 – June 2009

- Provided US GAAP and statutory reporting for life and annuity product lines.
- Promoted to actuary 1st of eight hires based on accelerated exam progress and high performance reviews.

PERSONAL

- **Professional affiliations:** As *Fellow of the Society of Actuaries* (2010 - Present), participate as question writer for fellowship examinations, exam grader, editor for news publications, and presenter at symposiums. As *Chartered Financial Analyst* (2010 – Present), participate as reviewer for CFA research challenges.
- **Public presentations:** 2012 *Life and Annuity Symposium* – “Living in a Risk-Free Valuation World.” 2008 *Valuation Actuary Symposium* – “Refining Your Liability Models.”
- **Interests:** Running (completed 2012 D.C. and 2010 Chicago marathons). Computer and robotics hobbyist.

Xia Xu

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EDUCATION

Massachusetts Institute of Technology

Master of Engineering in Logistics, Supply Chain Management Program

- Research on Scenario Monitoring for long term strategic planning sponsored by BASF (Germany)

Zhejiang University (Top 5 University in China)

Bachelor of Economics, Major GPA 3.7 / 4.0, top 10%

Cambridge, MA

Expected May 2014

Hangzhou, China

Sep 2001 – Jun 2005

EXPERIENCE

Accenture Management Consulting

Intern, Supply Chain & Operations Strategy

Shanghai, China

May 2012 – Jul 2012

- Redesigned the work flow for an Italian manufacturer, achieving 20% reduction in costs and 45% improvement in operational efficiency.
- Utilized Six Sigma concepts to improve the quality inspection process; enlarged the production capacity by 12% without increasing the scrap rate.

Qingshan Shipyard Group, a \$1.5 billion state-owned maritime industrial group

Manager, Continuous Improvement

Wuhan, China

Jun 2010 – May 2012

- Drove continuous improvement tools and methodology into the organization; established continuous improvement practice and increased the efficiency in overall operation.
- Led team of 4 members and managed expense capital projects up to \$2M across finance, merchandising, planning, HR, and supply chain in a continuous operation through designing and implementing lean projects.
- Negotiated favorable payment terms with suppliers in order to improve cash flow, pricing and inventory allocation. This resulted in indirect sourcing savings of 17% per year.
- Managed a forecasting alignment initiative among different departments; increased forecast accuracy by 9%, enhanced production capacity, and improved the collaborative atmosphere.
- Promoted to be the youngest manager in the organization; Outstanding Accomplishment Award 2011

Chubb Marine Insurance

Senior Specialist, Sales Operations

Shanghai, China

Sep 2006 – Jun 2010

- Identified and implemented projects of lean management and sustainability in sales offices and call centers.
 - Delivered training to stakeholders from different levels and functions including supervisors, managers, sales and service representatives to communicate new practice and logic for change.
 - Procured systems, equipment, and third-party services with 16% savings achieved through strategic sourcing, alignment, and planning.
 - Interacted cross-functionally with external consultants, sales teams, and claim teams on corporate initiatives in order to reduce cycle time of new business process by 40%.
-

ADDITIONAL INFORMATION

Wordoor Language & Culture On-line Community, an NGO for language and culture sharing

Director

Shanghai, China

Sep 2008 – May 2011

- Established an on-line SNS platform, www.wordoor.com, which provides 4,000+ daily users with study and exchange opportunities in 68 languages.
- Invited by the UN Chinese Teaching Program to present at 2010 World Language Expo in Boston.
- Delivered presentation at a mandarin teaching conference hosted by Princeton University East Asian Studies Department.

Interests: Yoga, Dancing, Jogging, Badminton, Skiing, and Culinary Arts.

BUNGEE YIN

550 Memorial Dr ▪ Cambridge, MA 02139 ▪ +1 (857) 204-0662 ▪ bangqiy@MIT.EDU

EDUCATION

Massachusetts Institute of Technology

Cambridge, MA

Master of Engineering in Logistics, Supply Chain Management

Aug.2013 - Present

- Only recent graduate admitted into program ; Student Ambassador
- Member of Sloan Management Consulting Club; Member of Toastmaster Club

Nanyang Technological University

Singapore

Bachelor of Engineering, Electrical and Electronic Engineering

Aug.2009 – May 2013

- GPA 4.48/5.0 (Top 10%); Honored Degree; GMAT: 750/AWA6.0
- Singapore National Government SM2 Scholarship; NTU President Scholarship
- Student Union Representative of EEE school; Director of Student Union Welfare Committee
- Director of Annual Spring Festival Concert; Director of Lunch Time Concert

Cheung Kong Graduate School of Business

Beijing, China

MBA Young Scholar Training Program

Winter 2012

- Class President; Champion of Product Design Competition and Case Study Competition

EXPERIENCE

Twizone Pte. Ltd

Singapore

Director, Marketing and Sales Department

Jan. 2011 – Jan. 2013

- Proposed start-up idea on media interaction product 'Iwall', attained Singaporean government funding of \$30,000
- Identified marketing and sales initiatives through customer research, designed and implemented targeting and segmentation plans
- Managed a team of 4 IT specialists, analyzed and developed new university grant application system for more than 1000 professors

Bank of America Merrill Lynch

Singapore

Analyst, Global Wealth Management/Middle Office

Jan.2012– June 2012

- Coordinated with 5 different teams from front office and back office, evaluated and executed hundreds of FX Option and Commodities OTC trades
- Selected as representative of 53 interns globally, raised committee of 10 people, successfully organized "Intern Graduation Night" for Merrill Lynch employees and interns
- Initiated three-week training program to assist interns in adapting to their respective responsibilities

Yingchengshi Government

Yingcheng, China

Analyst, Technology and Economic Bureau/Government Incubator

Summer 2011

- Assessed 8 enterprises' qualifications for semi-final list of city government's "Nurturing Leading Enterprises" project, facilitated candidate companies to gain government funds of RMB 1,000,000

LEADERSHIP

Core Organizer, Bucket-List Club

Singapore

- Prepared arrangements of monthly talks given by motivational speakers including Harvard MBA Graduates, Investment Banking Directors, Marathon Champions and Silicon Valley entrepreneurs etc.

Founder, Life Endeavors Program

Singapore

- Collaborated with Cornerstone Life Church, developed the first and second batch of life endeavors program for hundreds of foreign students, introducing Singapore culture and providing education on personal development

PERSONAL

Rock Band "Wonderland" Rhythm Guitarist; Champion of NTU e-Sport; School Basketball Team Point-Guard

Liqing Yuan

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

CAMBRIDGE, MA

Master of Engineering in Logistics, Supply Chain Management program

June 2014

SHANGHAI JIAO TONG UNIVERSITY

SHANGHAI, CHINA

Bachelor of Management Science

July 2008

- Awarded 2007 Excellent Academic Scholarship of Shanghai Jiao Tong University
- Team leader of Research Program of SJTU—*Analysis on the Human Settlement of the International Residential Community in Shanghai Pudong*

EXPERIENCE

SHANGHAI TOBACCO GROUP CO., LTD

SHANGHAI, CHINA

Warehouse Operation Supervisor

Aug 2009-July 2013

• Leadership and Management

- Operated the biggest tobacco warehouse in the company, resulting in the highest volume (200,000 ton) in the 20-year history of the warehouse
- Led 110-person warehouse that provided raw material to clients all over the country
- Managed 4.8 million (RMB) budget for the main business activity of the warehouse
- Coordinated 6 branch warehouses, increasing the overall efficiency
- Directed the warehouse to operate new business-cigarette storage and distribution

• Creativity and Problem-solving

- Initiated the Business Process Reengineering Project, which achieved a 20% increase in efficiency. An organization restructure plan was included in the project and recommended to the remaining two warehouses in the corporation for implementation.
- Planned and organized the project of branch warehouse merger
- Devised and executed the two-year transfer project of 32,000-ton tobacco for warehouse reconstruction

• Teamwork and Communication

- Accomplished the most important annual mission by establishing and maintaining effective working relationship with other departments and external agencies.

Management Trainee

Aug 2008-July 2009

- Rotated among Warehouses and Operation Department

HONORS

- Employee Excellence Award *2009~2012*
 - * The award is presented annually to employees who make outstanding contribution to the company
- Third prize for management research program in the corporation *2011*
 - *Labor Cost Control Applied in Warehouse*

ACTIVITIES

- Volunteer for Special Olympics *2007*

LANGUAGES & SKILLS

- Languages: English (Fluent), Mandarin (Native), and Shanghainese (Native)
- Highly proficient in Microsoft Office Suite- Excel, Word, PowerPoint, Access



**MIT Center for
Transportation & Logistics**



**Massachusetts
Institute of
Technology**

**MIT Supply Chain Management Program
Center for Transportation & Logistics
Massachusetts Institute of Technology**

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Allison Sturchio

Administrator, SCM Recruiting & Career Development
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email: sturchio@mit.edu