Christian Santiago Haug

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Education

Duke University - The Fuqua School of Business **Durham, NC**
MBA Exchange, Cum. GPA: 4.00/4.00 *01/2015 - 05/2015*
Core courses: Business Intelligence, Corporate Restructuring, Decision Models, Behavioral Economics

London School of Economics **London, UK**
M.Sc. Int. Management, GMAT: 740 (top 3% worldwide), Cum. GPA: N/A *10/2014 - 10/2015*
Core courses: Corporate Finance, Evolutionary Psychology, Strategy for the Information Economy

Karlsruhe Institute of Technology **Karlsruhe, Germany**
B.Sc. Industrial Engineering, Cum. GPA: 3.88/4.00 *10/2010 - 11/2013*
Core courses: Operations Research, Applied Informatics, Java Programming, B2B Marketing, Math I-III, Statistics I-II
Bachelor Thesis: Quantitativ model to select customers in B2B software markets, Grade: 4.00/4.00 (high distinction)

Work

Project A Ventures **Berlin, Germany**
Venture Analyst Intern *04/2014 - 07/2014*
- Assessed over 250 potential venture applications and conducted critical interviews with over 30 founding teams
- Executed in-depth due diligence including financial modeling & presented 5 investment cases in front of executive board

Amorelie (E-Commerce startup) **Berlin, Germany**
Product Management & Business Intelligence Intern *11/2013 - 04/2014*
- Derived website product enhancements based on quantitative data which increased click-through rate by 115%
- Enabled data driven decisions based on reports through SQL queries which lead to a monthly revenue growth of 158%
- Improved the financial KPI report for investors (incl. DB1-3, CPO, CIR, AOV)

IBM Global Business Services **Bonn, Germany**
IT Consulting Intern *01/2013 - 04/2013*
- Trained and coordinated 8 teams with over 50 people to efficiently use SAP Solution Manager for a new quality process
- Moderated a daily meeting with all 8 team leaders to facilitate the quality process
- Developed a dynamic excel report for automatic prioritization of system errors

Conex GbR (bike advertising startup) **Karlsruhe, Germany**
Co-Founder & COO *03/2012 - 11/2012*
- Founded a startup to sell personalized advertisement signs in bike frames
- Achieved quick break-even through acquirement of several paying B2B customers

Daimler AG **Melbourne, Australia**
Business Analyst Intern *08/2011 - 10/2011*
- Lead a project on the introduction of a new vehicle and created an implementation plan for a reorganization of the CV department

Projects

MotionJump: Motion-controlled webcam game running in the browser using tracking.js and phaser.io   *JavaScript, Node.js*
TwitterPops: Map-based real-time view of twitter feeds in direct surroundings with highlighted news trends   *Python/Flask*
WoLifeX: Developed a platform to enable unique 3rd World Country life experiences   *HTML, CSS, JavaScript*
WEventus: Webscraping and personalization of events from facebook, eventim, ticketmaster   *Ruby on Rails*

Leadership

Finance Vice President & Team Leader **AIESEC Karlsruhe**
Lead the raising team of 10 & enabled AIESEC Karlsruhe to become #1 out of >50 cities in Germany

Consultant & Task Force Leader **delta Karlsruhe GmbH**
Lead a project acquisition task force and worked on consulting project for talent management systems

Awards

MLP "join-the-best" Program: Scholarship for top 1.2% of applicants (25 out of 2118)   *2014*
QX-Quarterly Crossing: Leadership Network (top 2% out of >5000 applicants)   *2013 - today*
McKinsey & Company: Business Technology Office (BTO) Talent Program   *2013 - today*
Boston Consulting Group: Emeralds Talent Program   *2012 - today*

Skills

- Java, SQL, VBA, OPL, Git
- Frontend (HTML, CSS3, JavaScript), Backend (Ruby/Rails)
- German (Mothertongue), English (fluent), Spanish (fluent)
- French (conversational), Tagalog (conversational)