

Christian Santiago Haug

<https://www.linkedin.com/in/christianshaug>
christian.santiago.haug@duke.edu | +1 984-209-8836

EDUCATION

DUKE UNIVERSITY

MBA EXCHANGE

Jan - Mai 2015 | Durham, NC

LONDON SCHOOL OF ECON.

M.Sc. INT. MANAGEMENT

Expected Sept 2015 | London, UK
GMAT Score: 740 (top 3% worldwide)

KARLSRUHE INST. OF TECHN.

B.Sc. INDUSTRIAL ENGINEERING

Grad. Nov 2013 | Karlsruhe, Germany
Cum. GPA: 1.8 / 6.0 (best = 1.0)
Dissertation GPA: 1.0 / 6.0

NIKOL. KOPERN. GYMNASIUM

Grad. June 2009 | Ulm, Germany
GPA: 1.5 / 6.0

COLEGIO COMPAÑIA DE MARÍA

Aug 2006 - Jul 2007 | Santiago, Chile
High school exchange year

COURSEWORK

GRADUATE

Behavioral Economics
Financial Valuation
Data Analysis
Corporate Finance
Evolutionary Psychology
Strategy for the Information Economy

UNDERGRADUATE

Mathematics I, II, III
Statistics I, II
Operations Research
Applied Informatics
B2B Marketing
Java Network Programming

SKILLS

LANGUAGES

German (Mother tongue)
English (fluent)
Spanish (fluent)
French (conversational)
Tagalog (conversational)

PROGRAMMING

Comfortable with:
SQL • Java • HTML • CSS
Familiar with:
Ruby • Rails • Javascript • OPL

EXPERIENCE

PROJECT A VENTURES | VENTURE ANALYST INTERN

April 2014 – July 2014 | Berlin, Germany

- Assessed over 250 potential venture applications and conducted critical interviews with over 30 founding teams
- Executed in-depth buy side due diligence execution including financial modeling
- Presented 5 selected investment cases in front of the executive board

AMORELIE (E-COMMERCE) | BUSINESS INTELLIGENCE INTERN

Nov 2013 – April 2013 | Berlin & Karlsruhe, Germany

- Enabled data driven decisions based on reports through SQL queries and excel which lead to a monthly revenue growth of 158% within 4 months
- Proposed site enhancements which increased click-through rate by 115%
- Improved the financial KPI report for investors (incl. DB1-3, CPO, CIR, AOV)

IBM GLOBAL BUSINESS SERVICES | IT CONSULTING INTERN

Jan 2013 – April 2013 | Bonn, Germany

- Trained and coordinated 8 different teams with a total headcount of 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 process
- Developed a dynamic excel report for automatic prioritization of system errors

CONEX GBR (BIKE ADVERTISING STARTUP) | Co-FOUNDER

May 2012 – Nov 2012 | Karlsruhe, Germany

- Founded a startup to sell personalized advertisement signs in bike frames
- Quick break-even through acquirement of several paying B2B customers

DAIMLER AG | ANALYST INTERN

Aug 2011 – Oct 2012 | Melbourne, Australia

- Lead a case study on the introduction of a new vehicle to the Australian Market
- Created an implementation plan for a reorganization of the CV department

EXTRACURRICULAR ACTIVITY

AIESEC KARLSRUHE | FINANCE VICE PRESIDENT & TEAM LEADER

July 2011 – Sept 2012 | Karlsruhe, Germany

- Lead the raising team of 10 people and enabled AIESEC Karlsruhe to become #1 out of more than 50 local committees in Germany
- Managed the budget of over 50,000€ for the 7-day National Conference

DELTA KARLSRUHE GMBH | CONSULTANT & TASK FORCE LEADER

Nov 2011 – Aug 2012 | Karlsruhe, Germany

- Conducted research and expert interviews on talent management systems
- Lead a taskforce analyzing potential industry project acquisition channels

AWARDS

2014	MLP "Join-the-best" Program	Scholarship for top 1.2% (25 out of 2118)
2013	QX-Quarterly Crossing	Leadership Network (top 2% of applicants)
2013	McKinsey & Company	BTO Talent Program
2012	Boston Consulting Group	Emeralds Talent Program
2012	German Foundation of Integration	Scholarship

