

# Harvey Xiao

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## MIT Sloan School of Management

MBA Candidate June 2014

Cambridge, MA

2012-Present

- Candidate for Enterprise Management Certificate (Operations, Finance & Marketing)

## Stanford University

Biological Sciences, Honors (coursework in Economics & Marketing)

Stanford, CA

2004-2008

- Chosen as 1 of 4 public affairs interns at the Hoover Institution (economics & public policy think tank)
- Elected Financial Manager of Stanford upperclassman dorm with \$350k annual budget
- Awarded Howard Hughes fellowship for 2-year pediatrics research project at Stanford Medical School

## Experience

## Vitech Systems Group

650-person consultancy with >\$100M annual revenue focused on finance industry & public sector clients

New York, NY

### Senior Consultant

2009-2012

#### City of Boston

- Created and implemented process that jointly tracked status & issues across all 4 teams within our project, producing an accurate & efficient overview of the engagement while eliminating the need for separate status meetings
- Designed and led training of new business processes for 5 departments including Member Services and Finance

#### State of Maine

- Delivered successful end-to-end redesign of the public employee life insurance program with cost-reduction, financial transparency, and integration with the state's pension system as project requirements
- Managed team of 4 engineers to develop the life insurance solution, successfully meeting a tight 6-month deadline

#### Firm Activities

- Led west coast search for firm's first ever college recruiting program which resulted in 6 new hires

## NaviNet Inc.

250-person consumer-focused healthcare technology startup with >\$50M annual revenue

Boston, MA

### Consultant (Marketing & Business Development)

2011-2012

- Crafted and presented sales materials that led to winning >\$5M Geisinger Health Plan contract
- Developed graphics and literature describing firm's new consumer-focused mobile technology business model and presented to 15+ national health plan clients including Aetna, Cigna, and United Healthcare

## Deloitte Consulting

Business Technology Analyst (Consumer Practice)

San Francisco, CA

2008-2009

- Mentored by Business Development Director to submit consulting proposals to Fortune 500 consumer products companies
- Obtained certificates for automotive & aerospace industry best practices and Lean Six Sigma from Deloitte University

## Piramal Healthcare (now Abbott)

Strategic Marketing Analyst Intern

Mumbai, India

Summer 2006

- Analyzed medical device industry across India to determine feasibility of entering market to supplement firm's pharma business
- Presented my conclusions (greater than predicted entrance costs & government regulations) to company chairman and board

## Activities, Interests & Other

## AllGateways Software

15-person startup focused on non-profit mobile social networking technology for iOS & Android platforms

Suzhou, China

### Volunteer Consultant

2009-2012

Designed user interface, wrote marketing materials, and created marketing campaign for Sprout – a free app that integrates multiple social networks, creating a comprehensive view of one's contacts. *Search Apple App Store: Sprout Network*

- **Languages:** English (native), Chinese – Mandarin (native) | **Citizenship:** USA
- **Blog:** HarveyXiao.com – Some thoughts on consumer products
- Passionate about cars and commercial aircraft. Enjoy road biking, discussing new electronic gadgets, and addicted to NPR