

RUBÉN LOZANO AGUILERA
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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2013; Sustainability Certificate (GPA 4.83)

2011 - Present

- CONACyT Scholarship Recipient (CONACyT is the National Council on Science and Technology in Mexico)
- MIT Public Sector Service Grant Recipient for field research on HR management for low-cost energy provider in Tanzania
- Designed framework for an effective payment solution for a high-tech manufacturer in Xi'an as part of China Lab
- Harvard Kennedy School of Government coursework focused on public sector and nonprofit management
- President: Sloan LGBT Club; Director of Content: MIT Sustainability Summit 2012; MIT Sloan Ambassador and Pilot

ITESM CAMPUS MONTERREY

Monterrey, Mexico

B.S. in Electronics and Communications Engineering (GPA 97.5); Ranked 1st in class

1999 - 2003

- Honors program graduate and class representative; recipient of diplomas in literature, history, and scientific investigation
- Award for Academic Excellence in Electrical Engineering by the State of Nuevo León (México)
- Study abroad at Nanyang Technological University and National Institute of Education. Singapore, Spring 2003

EXPERIENCE

A.T. KEARNEY, INC.

Mexico City, Mexico and Lima, Peru

Summer Associate

Summer 2012

- Defined and implemented logistics requirements and systems integration strategy to run a nationwide pilot program in 150+ points of sales (Peru) based on a new demand-based supply chain model for a leading global telecom firm (\$160B+)
- Led and facilitated selection of new product mix for national sales implementation via cross-divisional collaboration
- Supported commercial strategy implementation by assessing opportunities in channel sales growth and inventory reduction

MICROSOFT CORPORATION

Redmond, WA

Solution Manager (Promoted from Product Integration Manager)

2007 - 2011

- Led a 10 person team located in Redmond, Dublin, Singapore, and Hyderabad to support four software deployment projects of an e-commerce platform that enables online services for programs in 247 countries/territories and 39 languages
- Identified and implemented e-commerce improvements for global loyalty programs (e.g. MSDN, TechNet) through cross-group collaboration with 30+ stakeholders resulting in higher customer experience ratings
- Managed people, time, and IT resources to prioritize and deliver an average of 220 annual software change requests
- Delivered 50+ direct e-commerce marketing campaigns to increase market penetration of Windows and Office products
- Received IT Pro Team Award (08), IT Pro Excellence Award (09), and highest performance rating in 2009, 2010 and 2011

APPIAN CORPORATION

Vienna, VA

Enterprise and cloud-based business process management industry leader; customers include Amazon, Starbucks, U.S. Army

Senior Consultant (Promoted from Consultant)

2006 - 2007

- Gathered the requirements and wrote the functional specifications for a Customer Relations Management initiative for the Software Engineering Institute (SEI) at Carnegie Mellon University that led to a new deal worth over \$1M
- Developed an automated tool that enforced agreed upon best practices, decreased ramp-up time by 50% for consultants shifting from project to project, and reduced the application deployment time (from hours to minutes) on a per project basis

Configuration Management Lead (Promoted from Associate Configuration Management Engineer)

2004 - 2006

- Managed the source code and automated build processes for three concurrent projects in a team comprised of 45 engineers

LEADERSHIP AND COMMUNITY SERVICE

- **Reaching Out MBA 2012:** Content Director (30+ student leaders) of world largest LGBT MBA conference: 1000+ people
- **Colega Tec:** President and founder of first LGBTQ global network of ITESM alumni
- **Lambert House:** Drop-in center volunteer for at-risk LGBTQ youth center. Commitment: 3 hours per week for 18 months
- **Mexico Rural:** Academic tutor for elementary school children in Mexican rural communities during three college years

LANGUAGES AND INTERESTS

- Fluent in Spanish; basic French
- Migrant literature; independent cinema; charcoal and oil painting; graphic design; long-distance running (7:15 min/mile)