

**David Smith**  
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**education**

- 1997-1999     **HARVARD UNIVERSITY GRADUATE SCHOOL OF BUSINESS ADMINISTRATION**     **BOSTON, MA**  
Candidate for Master in Business Administration degree, June 1999. Member of Management Consulting, Entrepreneurship, High Tech and New Media, and Business of Sports Clubs.
- 1987-1991     **MASSACHUSETTS INSTITUTE OF TECHNOLOGY**     **CAMBRIDGE, MA**  
Bachelor of Science degree in Mechanical Engineering. GPA 3.9/4.0. Elected dormitory treasurer (\$16,000 budget) and athletic chairman.

**experience**

- 1998     **CHAINSHINE CONSULTING GROUP**     **NEW YORK, NY**  
**Summer Intern, International Department**  
Worked with client teams serving major international paper and industrial products manufacturer.
- Analyzed product-costing process. Identified opportunities to improve accuracy of product costs by 5%.
  - Researched and reformulated procurement strategy for primary raw material input with team members. Constructed model demonstrating potential revenue increase of \$15million.
  - Conducted client interviews and led focus groups as part of initial phase of re-engineering initiative.
  - Participated in two-week training program composed of 15 summer interns.
- 1991-1997     **CUMMINS ENGINE COMPANY**     **COLUMBUS, IN**  
1997     **Technical Specialist, Automotive Customer Engineering Department**  
Pioneered and led the Market Segment Profile Project.
- Characterized various market segments within Automotive Business Unit and laid foundation for future work in other Cummins business units.
  - Interviewed external customers to better understand both their spoken and unspoken needs. Collected detailed duty cycle data from end-user applications throughout the U.S.
  - Developed standard market segment profile format with input from internal customers. Presented findings to engineering, marketing, and sales organizations for developing "value-packages" that give Cummins a comparative advantage in the marketplace.
- 1995-1997     **Senior Engineer, Concept Design Division**     **LONDON, U.K.**  
Designed entire diesel engine architecture concepts for products beyond 2002.
- Led design of virtual engine using Pro/Engineer computer aided design and finite element analysis tools.
  - Demonstrated use of industry-leading technologies to help meet future emissions standards and more stringent product performance, reliability, and weight targets.
  - Presented design concepts to senior management using quarter-scale stereolithography model.
- 1991-1995     **Senior Engineer, Product Design Division**     **TORONTO, CANADA**  
Designed various diesel engine subsystems for new product development programs.
- Led Cylinder Block Team in redesigning cylinder block for new engine platform program.
  - Concurrently engineered and integrated competing design requirements as part of cross-functional team.
  - Worked closely with suppliers and engine plant personnel to gain broad background in manufacturing processes.

**personal**

Native speaker of English, fluent in French, some knowledge of Spanish. Extensive travel throughout East Asia. Enjoy basketball, tennis and ballroom dancing.