

MARIA CHRISTINE METZGER

540 Memorial Drive, #1008
Cambridge, MA 02139
(617) 577-5791
e-mail: metzgerm@mit.edu

Education

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2002

MIT Sloan Ford Fellow (One of four selected students for full scholastic merit award)

1992-1997

UNIVERSITY OF MARYLAND

College Park, MD

B.S. in Chemical Engineering

Experience

SIEMENS BUSINESS SERVICES

Research Project

Part of a team formulating a market penetration strategy, which would enable Siemens to become a top player in Canadian IT services market. Work includes:

- Competitive analysis and benchmarking of current IT and e-business services.
- Customer and market analysis in Canada.
- Develop hypothesis for opportunity capitalization and resource deployment.
- Development of business plan including financial analysis, projected growth and revenues.

CORNING INCORPORATED

1997-2000

Advanced Life Science Division – Materials Team Leader

Part of a start-up team, which launched a new cutting-edge biotechnology product into market.

Strategy And Business Development

- Analyzed market and identified technology trends, competition, and major issues impacting market conditions.
- Performed strategic planning for the market launching of product and services to support customers.

Finance

- Conducted rigorous financial and cost/benefit analysis for capital and equipment investment.
- Conducted comprehensive assessment of and selected various suppliers for multi-million dollar genetic materials and equipment.

Project and Team Management

- Designed and implemented key inventory management systems for effective storage, handling and tracking of materials.
- Employed Quality Assurance and Quality Control systems to ensure superior product quality.
- Cultivated and maintained relationships with Suppliers, Procurement and marketing.
- Received Division Award for significant contribution to project.

Photonics Technologies Division – Section Supervisor

Effectively managed the activities of team leaders and employees in the daily manufacture of fiber optic components employed in the optical network systems of world leading telecommunication companies.

- Successfully managed team members to meet daily production and product needs, improve productivity by 15% and decrease product defects by 20%.
- Implemented several measures to strengthen and improve operations; developed efficient and cost-effective procedures for reducing material and labor costs.
- Led daily team and plant-wide production meetings.
- Developed relationships with key customers and ensured high customer satisfaction.

Advanced Materials Division

Improved key manufacturing processes and systems for producing ultra-pure optical glass used in the production of integrated semiconductor chips.

- Implemented process control and discipline resulting in 10% yield improvement in production.
- Redesigned existing manufacturing equipment resulting in 25% increase in machine uptime.

Personal

- Avid runner, enjoy traveling, fitness activities and community service.
- Fluent in Creole, Knowledge of French

