

## GREGOIRE G. ZELENKA

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### Education

- 2000-Current    **MIT SLOAN SCHOOL OF MANAGEMENT**    **Cambridge, MA**
- Candidate for MBA, June 2002
  - Program Focus: Finance and Strategy
  - Member, Management Consulting Club and MIT Flying Club
- 1993-1998    **SWISS FEDERAL INSTITUTE OF TECHNOLOGY (ETH)**    **Zurich, Switzerland**
- Diploma, Materials Science and Engineering, GPA 5.5/6
  - Visiting Graduate Student at Massachusetts Institute of Technology, Spring term '96 and Fall term '97/'98, GPA 5.0/5.0
  - Student Representative on the Teaching Commission, Department of Materials Science: Initiated, as part of a team of five, a revision of the curriculum which will be implemented by the Department in the Fall term '01/'02

### Experience

- 1998-2000    **BOSTON CONSULTING GROUP**    **Zurich, Switzerland**
- Associate Consultant
- Selected project work:**
- *Acquisition study for Swiss industrial conglomerate:* Analyzed the worldwide compressor market, performed initial company valuations and assessed strategic fit of potential targets
  - *M&A project for Swiss insurance company:* Selected acquisition targets, evaluated strategic fit and performed strategic due diligence
  - *Strategy review for Finnish logistics provider:* Conducted interviews to determine market demand for client's service and established demand profile
  - *Market entry study for international utility joint venture:* Analyzed distribution channel costs, developed business plan for new venture and modeled profitability
- Corporate Development and Recruiting:**
- *Member of E-commerce interest group:* Monitored development of online retailing in Switzerland for internal E-commerce study
  - *Member of recruiting team:* Participated in corporate presentations, interviewed prospective consultants and contributed to hiring decisions
- 1997-1998    **SWISS FEDERAL INSTITUTE OF TECHNOLOGY (ETH)**    **Zurich, Switzerland**
- Research Assistant*
- Developed a new manufacturing process for fiber-reinforced composites

### Extracurricular

- 1987-2000    **SKI INSTRUCTOR, SKI CLUB BULACH**    **Bulach, Switzerland**
- Initiated, instructed and coached Junior Racing Team, which ranked first in regional competition
- 1991-2000    **CLIMBING WALL SUPERVISOR, SWISS ALPINE CLUB**    **Bulach, Switzerland**
- Taught introductory and advanced climbing classes
- 1996-2000    **AVIATION SAFETY COUNSELOR, AEROCUB SION**    **Sion, Switzerland**
- Conducted safety briefings on mountain flying and decision making

**Languages**    **German:** Native language; **English, French:** Fluent; **Spanish:** Proficient

**Hobbies/Interests**    **Aviation:** FAA Private pilot with Instrument Rating  
**Sports:** Skiing (Level 3 ski instructor), kayaking (whitewater Level IV instructor), diving, mountaineering, ice hockey (MIT Sloan "A" team)  
**Other interests:** Poetry, travelling and cooking