

JULIAN A. CAREY
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Education

- 1999 – 2001 **MIT SLOAN SCHOOL OF MANAGEMENT** **CAMBRIDGE, MA**
Candidate for MBA, June 2001
Academic Interests: Marketing, System Dynamics, International Management
- Defined mobile financial service product for Movilogic during 1 month residence in Buenos Aires, Argentina
 - Planned market entry strategy with field study team for NTRU, a wireless infrastructure security start-up company
- 1991 – 1995 **STANFORD UNIVERSITY** **STANFORD, CA**
Bachelor of Science, June 1995
Major: Mechanical Engineering, Product Design
- Led team project and developed manufacturing control system for Upstate Tool & Die, saving \$250,000 in manufacturing equipment costs
 - Studied for 3 months in Paris with focus on architecture & French political history
 - Starting forward, ice hockey team

Experience

- Summer 2000 **MECHANICNET.COM** **FREMONT, CA**
Marketing Manager
- Wrote business plan for seed-stage start-up company and procured investment capital
 - Interviewed customers and clarified business requirements
 - Analyzed competitors and originated differentiation strategy
- 1995 – 1999 **HEWLETT PACKARD COMPANY / AGILENT TECHNOLOGIES** **SAN JOSE, CA**
Project Manager – Semiconductor Products Group – Optoelectronics Division (now LUMILEDS)
- Managerial Accomplishments
- Managed cross-functional product development team
 - Developed efficient traffic signal for \$100 million market
 - Established product definition and performed competitive analysis
 - Forecast financial performance under conditions of uncertainty using simulation model
 - Presented business plan to senior management and procured \$2 million budget
 - Identified and built market awareness with 2 customers in the USA and Europe, generating \$7 million in new business
- Technological Innovations
- Directed the installation of manufacturing equipment in Penang, Malaysia in the course of a 3 month residence
 - Presented research on power-diode substrates at international microelectronics symposium
 - Won 2 U.S. Patents (Pending) shared with 3 other product design team members

Other Skills and Interests Languages: English, Spanish, French, Clubs: Sloan Latin Club, MediaTech, enjoy playing ice hockey, tennis, & golf, cooking extremely spicy Southeast Asian cuisine, photographing the west of Ireland, playing the piano, and going to the opera