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Education

- 1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT** **CAMBRIDGE, MA, USA**
Candidate for MBA, 2001 – Operations Management Track
- Elected Sloan Senate Academic Committee chair and Masters Program Committee representative
 - Operations Management Club co-president; Management Consulting & MediaTech Club member
 - Teaching assistant for Strategic Management, Organizational Processes and Operations courses
 - MIT Sloan team participant at inter-business-school Operations Case Competition
- 1993-1994 **EUROPEAN BUSINESS SCHOOL** **LONDON, ENGLAND**
Graduate Diploma in Marketing, Chartered Institute of Marketing
- 1989-1993 **UNIVERSITY OF CAMBRIDGE (Churchill College)** **CAMBRIDGE, ENGLAND**
BA with Honors in Geography

Experience

- Summer 2000 **BOOZ·ALLEN & HAMILTON** **LONDON, ENGLAND**
Leading strategic management consultancy
- Developed economic insight to identify cost price reductions worth over \$2 million per year for a retail client; delivered these savings by working with client to restructure supply chain
- Summer 2000 **MAPINFO** **TROY, NY, USA**
Worldwide business analysis and mapping solutions provider
- Evaluated make/buy/partner decision in new telecom market area and delivered business case
- 1996-1999 **THE DATA CONSULTANCY** **READING and WINDSOR, ENGLAND**
European market analysis solutions and data provider
- Corporate Management Team**
- Developed strategy with team to integrate The Data Consultancy into MapInfo after acquisition
 - Designed relocation incentive package, successfully retaining 90% of staff through move date
- Head of Marketing**
- Set up and led the marketing department of a \$6 million European data and solutions business
 - Developed marketing strategy which delivered year-on-year 35% revenue and 45% profit growth
 - Raised the profile of the company's catalogue to become the "Industry Bible"
- 1993-1996 **DIXONS STORES GROUP** **HEMEL HEMPSTEAD, ENGLAND**
The UK's largest electrical retailer
- Distribution/Logistics Planning Analyst**
- Planned and implemented trials of 7-day, next-day delivery; presented results to CEO and Board
 - Worked with consultants to create five-year forecasts for expansion of national distribution center
 - Solved warehouse start-up problems; designed and performed operational audit of parts business
- Product Manager Designate**
- Forecast sales, set prices, organized merchandising and planned promotions
 - Spearheaded the launch of cordless headphones into Dixons stores
- Sales Operations Analyst**
- Gathered data, performed analysis and reporting; set and negotiated branch performance targets
 - Provided energy and drive to customer counting technology introduction

Personal

As a British citizen, I have permission to work in the EU, and also expect a US green card by 9/2001. For fun, I ride my new motorcycle, sing, tap dance and stage crew in amateur musical productions.