

RAFIK MICHAEL WARD
143 Albany Street - Apt. 221B
Cambridge, MA 02139
617-225-6633
e-mail: rward@mit.edu

Education

1999-2001

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2001

Academic focus: New Product and Venture Development

VP Finance, e-MIT; (e-MIT is a web portal focusing on entrepreneurship at MIT)

Co-President, Sloan Middle East Club; Member of Venture Capital and MediaTech Clubs

1991-1996

UNIVERSITY OF BRITISH COLUMBIA

Vancouver, Canada

Bachelor of Applied Science in Mechanical Engineering with Distinction

Spent total of 20 months in internships as part of program requirement

Class Rank 3/100

Recipient of six scholarships - all awarded for outstanding scholastic achievement

Experience

Summer 2000

REDSPARK, Inc. (Spin-off of Autodesk, Inc.)

San Francisco, CA

(Early stage Internet start-up, providing services aimed at streamlining direct material sourcing for the manufacturing industry)

Product Manager

- Identified market opportunities through extensive discussions with customers. Used findings from these discussions to implement significant changes to the market and customer segments initially targeted.
- Developed product requirements for a Request for Quote (RFQ) service. These were approved by senior management, leading to a \$800K investment in outsourced web development, and a product launch slated for November.
- Helped identify and screen strategic partners, leading to signed agreements with two companies.
- Developed pricing model critical to building revenues projected to be over \$100 million by 2003.

1996-1999

BALLARD POWER SYSTEMS

Burnaby, Canada

(World Leader in Hydrogen Fuel Cell Technology)

Lead Development Engineer (1998-1999)

- **Project Management:** Managed R&D projects supervising teams of 2-4 engineers and technicians. Project goals included developing design concepts, prototyping and testing, and increasing system reliability.
- **Administration:** Worked closely with team leader in day-to-day team management, including hiring of new personnel, adoption of new policies, and high-level technical decisions.
- **Technology Development:** Supervised the development and implementation of a \$60K R&D test station. Completed project on-time and within budget.

Development Engineer (1996-1998)

- Developed the world's first oil-less natural gas compressor with coworker. Innovated design enhancements and worked closely with suppliers. Reduced per-unit cost from \$30K to \$6K and increased reliability from 600 hours to 6000 hours (mean time between failures).
- Responsible for commissioning a major sub-system of the world's largest fuel cell powerplant.

Volunteer

Summer 1999

CANADIAN CROSSROADS INTERNATIONAL

Masunga, Botswana

Volunteer / North East District Water Department

- Initiated preventative maintenance program to reduce costs of maintaining ground water pumping equipment for 33 rural villages.

Personal

- Traveled to 25 countries in five continents
- Dual citizenship (Canada and U.K.); Proficient in French
- Private Pilot's License; Avid skier, in-line skater; Passion for ice hockey
- Past Vice President of Toastmaster's International (1997-1998)