

Shiba Nemat Nasser

From: Ignacio Diaz [idi@MIT.EDU]
Sent: Thursday, March 06, 2008 11:08 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: TA_IgnacioDiaz_Resume.pdf

Ms. Shiba Nemat-Nasser,

Please find attached my resume in order to be considered for a "DMD TA position" during the Fall of 2008. Also, please find below some of the reasons why I want to become a DMD TA:

During my college years, I was a tutor for mathematics, probability and statistics, and physics. I chose these subjects because I highly enjoyed them and often performed among the best of my class in them, so my peers would often ask for my help on these topics. I first decided to start offering my tutoring classes with mathematics and statistics, which quickly became popular. I often had groups of 5-6 students together in one class, but also worked individually with some students. When I finished college, I had worked with 60+ students and helped them to succeed in subjects that were natural to me: mathematics, probabilities and statistics, and physics. Besides the good business I made, at the end, my greatest satisfaction was to see how many students that were failing a course often recovered and came to understand and like the topics, and finally perform well in the tests.

When I arrived to Sloan, the contents of DMD were not new or difficult to me, so I obtained an A+ with a relatively low effort. The way I studied DMD last semester was through helping others to answer their questions. In several occasions I organized sessions where 5-6 persons from different Oceans would meet and I'd answer their doubts and help them to solve previous exams in the blackboard, so that they would better understand the subject. Other times, I simply sat with some of them individually to revise their problem sets and doubts.

Now, I am highly interested in becoming a DMD TA for several reasons. First, I want to teach recitations. If it were not for this reason, I could think of becoming a tutor, but something I highly enjoy is the opportunity to moderate and explain in front of a large group. During my college years this was not a possibility, since there were only a very small number of TA-ships that offered this opportunity, and they were all destined to low-income students (I did not meet this classification while a student in Venezuela.) However, I later came to moderate large groups, of up to 80 persons, through my professional work in Schlumberger and Booz Allen Hamilton. Second, I want to help students from the class of 2010 and start to build strong ties with them. Third, I simply want to have fun. I watched last year how Melissa King, my DMD TA, enjoyed her position. The group of TAs was very nice and amiable, and they seemed to enjoy what they did. They helped to make the learning of a 'difficult' subject fun for everyone, especially by creating and conducting fun recitations, with chocolates, examples that incorporated professors and super-models, etc. I want to be part of a team of TAs like that I had. And last but not least, I also want to become a DMD TA because at this moment (contrary to my situation in Venezuela) I need the financial assistance provided by TA position.

With my experience highlighted above, I believe I can do a great job as a DMD TA. I would sincerely appreciate your consideration of my application.

Best,

Ignacio Diaz
Candidate to the MBA Class of 2009
MIT Sloan School of Management

IGNACIO DIAZ
60 Wadsworth St., Apt. 13D
Cambridge, MA 02142
(617) 460-9083
ignacio.diaz@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007 - 2009

- McKinsey Award, selected as one of four MIT Sloan students based on academic excellence and leadership
- GMAT: 770 (99th Percentile)
- GPA: 5.0 / 5.0
- Elected by classmates to the MIT Sloan Student Senate, then selected as Senate Academic Committee Lead
- Participant in the Solutions for Poverty project of the Sloan Entrepreneurs for International Development Club
- Member of the Management Consulting Club and Leadership Club

UNIVERSIDAD SIMON BOLIVAR

Caracas, Venezuela

Production Engineering Degree

1998 - 2003

- Cum Laude Honors, top 10% of Class, Honorable Mention for Thesis work
- Honorable Mention for leadership, persuasion and negotiation skills at the Harvard National Model United Nations
- Particular tutor of mathematics, probability and statistics, and physics

EXPERIENCE

BOOZ ALLEN HAMILTON

Caracas, Venezuela

Pre-MBA promotion to Associate before pursuing a graduate degree, which represented the only promotion of its kind granted by Booz Allen Hamilton in Latin America during the last several years

Associate

2006 - 2007

- Identified opportunities of up to \$7.5 MM by leading the Supply Chain analyses, including a client team of 5 experts, during an operating model review for a consumer goods company (Egypt)
- Assessed opportunities worth \$9 MM/year as well as potential challenges, coordinating two junior analysts, for the merger of two petrochemical companies

Senior Consultant

2006

- Led the implementation of a customer segmentation strategy in a consumer goods company, including the coordination of activities for 90+ persons of the client team
- Evaluated strategy opportunities and participated in the subsequent organizational redesign of three companies with over \$250 MM/year in sales and operations in 12 countries (Colombia)
- Assessed 11 sites considered for a 400+ FTEs Shared Services Center in a consumer goods company (USA)

Consultant

2004 - 2006

- Coordinated the design of the Order-to-Cash process for 3 subsidiary consumer goods companies (Mexico)
- Modeled Sales and Distribution costs of 6 consumer goods companies to benchmark client expenditures
- Optimized trade promotion spending in a consumer goods company, generating benefits of \$ 2.7 MM/year
- Segmented psychographically over 2,200 customers in a consumer goods company

SCHLUMBERGER OILFIELD SERVICES

Venezuela, Trinidad & Tobago

Early promotion from Level 6 to 8, due to "performance exceeding expectations"

Supply Chain Services Process Improvement Lead and E-Procurement Administrator

2003 - 2004

- Led intensive workshops for training for 80 E-Procurement System users
- Implemented an E-Procurement System that reduced paper-based purchase orders from 65% to 15%
- Supervised and coached 4 E-Procurement system support staff
- Designed optimal Supply Chain Processes, in interaction with Tax, Finance and Systems
- Negotiated with suppliers contracts worth approximately \$1 MM/year

PERSONAL

- Four languages: Spanish (Native), English (Fluent), French (Fluent) and Portuguese (Basic)
- Co-founder and President of Mind for Refugees (2004-2007), non-profit organization devoted to increase the social awareness about refugees in Latin America
- Four articles published in Venezuelan business publications (Debates IESA, from IESA Business School; and Gerente Magazine), based on research and intellectual capital developed within Booz Allen Hamilton
- Other interests: Readings in business and western history; amateur golf, tennis and baseball; debate tournaments

Shiba Nemat Nasser

From: Luciano Di Fiori [luciano_difiori@sloan.mit.edu]
Sent: Thursday, March 06, 2008 11:31 AM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Di Fiori Luciano.pdf

Dear Ms. Nemat-Nasser,

I would like to be a DMD TA next Fall because I enjoy explaining, I find it a challenge, and I think that it is a great learning opportunity.

I enjoy explaining

Since high school I have always enjoyed being the person you could go for an explanation. This drove me to work as a private lesson teacher during college, and to participate for two years in an NGO that teaches computer studies to low income citizens back in Argentina. Even informally, I have always studied in teams and have been the person explaining. I had this same experience during the core semester at MIT, and have been encouraged by my team members to become TA.

I find it a challenge

Teaching is always a challenge. I have learnt that explaining requires flexibility, having the ability to approach a theme from different perspectives, as some of the students will not follow your line of thoughts. This is something that motivates me and one of the key reasons why I want to become a TA.

It is a great opportunity

No matter how much you think you know about the subject, DMD in this case, you always learn something new when you are explaining. This will certainly be magnified by the fact that we are dealing with MBA students.

Credentials:

I have an A+ in DMD and an A- in my communication class. I have taught before and am a very patient person.

Attached is my resume.

Best regards,

Luciano Di Fiori
MBA Candidate - Class of 2009
MIT Sloan School Of Management
luciano_difiori@sloan.mit.edu
Phone: (617)-308-9439

LUCIANO LUIS DI FIORI

60 Wadsworth St. Apt. 09B
Cambridge, MA 02142
(617) 308-9439
luciano_difiori@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- Summer Internship to be done at McKinsey & Company's Houston office.
- Director of Operations for the 11th Annual MIT Sloan Latin Conference.
- Member of the Transportation / Fuel panel organization committee for the 3rd MIT Energy Conference.
- Management Consulting Club, MIT Energy Club.
- GMAT: 730.

UNIVERSIDAD TORCUATO DI TELLA

Masters in Finance

Buenos Aires, Argentina
2006

- GPA 9.44 / 10.

INSTITUTO TECNOLÓGICO DE BUENOS AIRES (ITBA)

B.S. Industrial Engineering

Buenos Aires, Argentina
1998-2002

- Awarded Honors Diploma for graduating in top 10% of the class.

EXPERIENCE

COMPAÑÍA GENERAL DE COMBUSTIBLES S.A. (CGC)

Independent Argentine oil and gas company with upstream operations in Argentina, Venezuela and Ecuador.

Senior Planning Analyst

Buenos Aires, Argentina
2003-2007

Financial & Economic Analysis

- Performed over 30 economic evaluations that resulted in asset sales of \$45M, the acquisition of a local competitor, the refinancing of company debt, and multiple bids for national and international assets.
- Designed balanced scorecard to provide key information for decision-making and identification of non-core assets.
- Worked with a major international bank to optimize financing strategy to maximize offer for an Argentine oil concession, and built the valuation model that resulted in the purchasing of the asset worth \$200M.
- Developed and implemented budgeting model that decreased the time to create corporate budgets from five to three weeks by increasing flexibility in consolidating international operations.

Leadership and Teamwork

- Presented managers and directors with comprehensive plan to change hedging strategy, resulting in over \$2M in savings.
- Trained over 20 co-workers from different divisions on the implementation of new budgeting model and coordinated their deliverables to create corporate budget for years 2003-2007.
- Interviewed and evaluated candidates for junior and senior analyst positions in the division resulting in 3 hires.

Clients Relations

- Persuaded analysts and high ranking Venezuelan officials to agree to my calculations during the renegotiation of a \$300M contract, resulting in the maximum possible rights for CGC.
- Chosen to work on-site in Venezuelan facilities. Spent one month analyzing upstream operations including production, drilling and other services to wells.

STARMAP S.A.

Company offering audio-guided tours for cellular phones.

Co-founder and Vice-president

Buenos Aires, Argentina
2004-2006

- Led a team of eight to cover more than 40 tourist spots in Buenos Aires, coordinating historians, narrators, and technicians to record audio content for tours.
- Negotiated and signed contract to provide the service with two major telephone companies in Argentina.

ACTIVITIES

- Scuba-diving: certified PADI advanced diver. Scuba-dived through the Caribbean and South America.
- Soccer: played sweeper position for MIT Sloan team that finished 2nd in MBA Tournament.
- Reef-keeping: sustain aquariums that replicate coral-reef ecosystems containing fish, invertebrates and corals.

Shiba Nemat Nasser

From: Roy Ben-Ami [rbenami@MIT.EDU]
Sent: Thursday, March 06, 2008 12:44 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Ben-Ami Roy.pdf

Dear Ms. Shiba,

I would like to be a TA in 15.060 (**Data, Models and Decisions**) next year due to the following reasons:

1. I enjoyed taking the course under Prof. Schulz very much. Even though I have an engineering background, I believe I learned a lot in how to apply the material to real world business problems, and had a lot of fun during the entire experience. I am looking forward to create this kind of positive experience for the class of 2010.
2. During the course I realized how important the TA 's job is. Especially during the stressful core at the beginning of the semester, the TA can make all the difference for the students in learning and understanding the material through the recitations, office hours and the practice questions.
3. I believe that my prior teaching experience (I instructed 5 computer programming classes of 40 students each over the course of a year) as well as my results in the DMD course would match your needs for this position and would provide a great opportunity for me.

Thank you for your time and consideration,

Sincerely,

Roy Ben-Ami

Roy Ben-Ami
MBA Class of 2009
MIT Sloan School of Management
(C) (617)-460-9262

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(617) 460-9262
roy.ben_ami@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- MediaTech and Innovation Clubs
- Marketing Lab Project with Nokia Corporation
- GMAT: 750

HEBREW UNIVERSITY

Bachelor of Science in Computer Engineering

Jerusalem, Israel
2002 - 2006

- Dean's List 2005
- Received first prize in Computer Engineering's final project. Top award out of 10 projects
- Elected to Student Council 2002-2004

EXPERIENCE

INTEL

Technical Marketing Engineer

Jerusalem, Israel
2006 - 2007

- Collaborated with sales, marketing and engineering teams in Communications Division to develop product roadmaps for 2 new network platforms and to drive their sales
- Performed training and demonstrations for customers and field application engineers
- Trained customers in use of Intel's solutions and provided deployment support
- Initiated and developed a demo application to market a new product. Presented it successfully to senior managers
- Traveled to Singapore, Germany, China and Japan to conduct presentations and trainings

Software Engineer

2004 - 2006

- Maintained Intel's software programs for Dell and IBM
- Worked with a team of Intel employees in the U.S, China and India to develop and sustain software projects
- Led transition of IBM project from India to Intel Israel
- Delivered training program to 8 independent software vendors from China, Taiwan and Japan in Beijing, China

TAFNIT INC.

One of the 5 largest high-tech course providers in Israel.

Tel-Aviv, Israel

Software Programming Instructor

2002

- Taught 5 computer programming classes with 40 students each
- Developed curriculum and teaching methods for classes
- Asked by CEO to expand teaching load based on positive student feedback

ISRAEL DEFENSE FORCES RESERVES

Company Commander, Artillery Corps, Captain

Israel
2001 - 2007

- Commanded company of 100 soldiers. Received highest score in brigade, out of 36 companies
- Led Artillery Company through training missions and live combat
- Promoted to Captain after discharge from active military service
- Oversaw preparation and training of Reserve forces to keep them in fighting condition

ISRAEL DEFENSE FORCES

Company Commander, Artillery Corps, Private to 1st Lieutenant

Israel
1996 - 2001

- Managed equipment worth approximately \$50 million
- Led transition to new weapon for entire battalion. Received letter of commendation from base commander
- Managed annual combined training missions in Israel with U.S. Marine Corps
- Initiated new program for artillery officers' course. Resulted in 10% increase of artillery soldiers in officers' course
- Finished Fire Direction Center Course with honor. 1 of 2 soldiers out of 50 who finished with honor

ADDITIONAL INFORMATION

- Native Hebrew
- Certified Scuba Diver. Tennis and Ping-Pong player
- Lived in Singapore 1992-1994. Studied in an international high school. Students from China, Pakistan, Sweden etc.

Shiba Nemat Nasser

From: Brian Singer [bsinger@sloan.mit.edu]
Sent: Thursday, March 06, 2008 2:27 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Singer Brian v2.doc

Dear Ms. Nemat-Nasser,

I'd like to indicate my interest in becoming a DMD TA. I know how difficult some of the material in DMD can be for people who have not come across it before. I truly enjoy helping people understand concepts which may seem overwhelming at first. Members of my core team often looked to me for help during the core semester. By encouraging them and explaining the concepts through examples, even the least confident member of my team got an A- in the class. I believe I would do an excellent job complementing the professor's lecture material with solid examples and encouragement in recitations and office hours.

Aside from informal experience with teaching these concepts to the members of my core team, I held several TA positions at my undergraduate university. These were all for engineering classes, and I have quite a bit of experience explaining difficult math related concepts. Further, I had already come across most of the concepts in DMD as an undergraduate through my engineering coursework so I have a solid mastery of the material.

Thank you,

Brian Singer
MIT Sloan MBA '09

BRIAN THOMAS SINGER

1580 Massachusetts Ave. Apt. 7B

Cambridge, MA 02138

949-422-1608

brian.singer@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA

2007-Present

- Entrepreneurship and Innovation Option
- Member of MediaTech Club, Innovation Club, Mobile Media and Internet Technologies Club, and Sales Club
- Member of MIT Men's Rugby Football Club

BROWN UNIVERSITY

Sc. B. Computer Engineering, May 2004

Providence, RI

2000-2004

- Alpha Epsilon Pi Fraternity, Beta Rho Chapter
- Member of Brown Rugby Football Club

EXPERIENCE

QLOGIC CORPORATION

Senior Engineer

Aliso Viejo, CA

2004-2007

- Designed, created, and tested semiconductors for QLogic's main product line
- Worked in group responsible for development of products that accounted for approximately 80% of company revenue
- Led project that designed new functionality into semiconductors, allowing QLogic to pursue new market opportunities for leading-edge products
- Successfully designed and tested microprocessors critical to performance of highest-revenue-producing product
- Worked with firmware and marketing groups to produce results that enabled QLogic's products to have industry-leading performance
- Improved testing speed and time to market of new functionality in computer chips by working with software vendors to apply new industry techniques to QLogic's design process

RSI HOME PRODUCTS

Project Engineer

Anaheim, CA

Summer 2002

- RSI manufactures products for the home such as bathroom countertops and vanities
- Successfully planned and implemented new technological system which improved RSI's manufacturing process, achieving significant cost savings
- Earned internal approval of the project by providing cost-benefit analysis and vendor comparisons

EEYE DIGITAL SECURITY

Web Developer/Software Analyst

Aliso Viejo, CA

Summer 2000, Winter 2001

- Designed and implemented training program for large-scale content management software that allowed eEye to pursue a less technically savvy customer base
- Analyzed internal software products and provided advice to improve functionality and usability
- Performed quality assurance on web integration and network security software

ACTIVITIES AND INTERESTS

Patents: A method and system for High Speed Network Application. Brian Singer, David Kwak (pending)

Publications: Fetch Halting on Critical Load Misses. Nikil Mehta, Brian Singer, R. Iris Bahar, Michael Leuchtenberg, Richard Weiss. ICCD 2004, 244-249

Interests: Golf, basketball, skiing, gadgets

Community Service:

Brown Alumni Schools Committee, Alumni Interviewer: Interviewed and provided information to Brown applicants. Provided recommendations to Admissions Office (2004 - Present)

Hillel Foundation of Orange County, Volunteer: Helped run various charity events (2004-2007)

Shiba Nemat Nasser

From: Charity Akpala [charity@MIT.EDU]
Sent: Thursday, March 06, 2008 3:53 PM
To: dmd_ta@mit.edu
Subject: DMD TA position
Attachments: Resume_CharityAkpala.pdf

Ms. Shiba Nemat-Nasser:

My name is Charity Akpala, a first year MBA student and I'm interested in the DMD TA position. I believe that I'm a good fit for the position and that I have the analytical and communication skills to excel in this position.

During my undergraduate studies, I received a Distinction in Statistics. I also received "A" grades in two Biostatistics classes and a "Data for Managers" class at a previous masters program at Johns Hopkins University where the subject matter covered all the different Regression analyses. I took the DMD class under Prof. Freund last fall, thoroughly enjoyed the class and received an "A" grade in the class. I also got to know Apostolos Fertis who was my TA at the time. I have also co-authored and published a paper that required data analyses.

Even though I haven't been a Teaching Assistant before, I have lead training workshops for clients as a consultant and have served as a Research Assistant during my postgraduate degree in analyzing data. I would love to be considered for this position and I look forward to hearing from you soon. I have attached a copy of my resume.

Sincerely,

Charity Akpala



Charity Akpala
MIT Sloan School of Management
MBA Class of 2009
charity@sloan.mit.edu
(443)514-5096

CHARITY U. AKPALA (DR.)

60 Wadsworth Street Apt 17D
Cambridge, MA 02142
443-514-5096
charity@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009 - Concentration in Finance, GMAT 730

Cambridge, MA
2007 - Present

- Active Member of Finance Club, Investment Management Club; Co-President, Africa Business Club
- Admissions Ambassador for prospective MBA students

JOHNS HOPKINS SCHOOL OF PUBLIC HEALTH

Master in Public Health – Focus on Health Leadership, Finance & Management

Baltimore, MD
2005 - 2006

- Treasurer - African Public Health Network
- Co-authored and published a peer-reviewed medical paper for a federal health agency
- Research Assistant - Johns Hopkins Evidence Based Practice Center, Excellent grades in Biostatistics

COLLEGE OF MEDICINE, UNIVERSITY OF LAGOS

Medical Degree (MBBS)

Lagos, Nigeria
1992-1999

- Graduated in top 5% of the class, Distinction in Statistics
- Executive & Fund Raising Treasurer, Christian Fellowship Group; Editorial Team member, Graduating Year Book

EXPERIENCE

THE WORLD BANK

Consultant

Washington, DC
2006 - 2007

- Analyzed costs, project execution and outcomes for over 50 health projects in low & middle income countries
- Initiated and collaborated weekly conference calls with team members in other government agencies in order to discuss projects' outcomes; identified inefficiencies in 60% of projects
- Pitched opinions on each project to the team twice a week; earned team's respect of technical expertise within 3 months with about 80% immediate approval rate
- Developed weekly data reports for senior team on health care provider performance in international settings

ACCENTURE

Senior Analyst

Lagos, Nigeria
2004 - 2005

- Organized and executed change initiatives of a \$5M systems implementation project for a multinational oil producer
- Analyzed and reconciled budget expenses for a \$5.2M technology project which kept budget within scope and costs
- Managed relationships with consultants, partners and client team on a systems implementation project
- Co-authored a competency model for the medical division of a national oil producer to realign its business processes
- Conceptualized and coordinated weekly travel arrangements and housing for a 20-member team at two different site locations; logistics liaison between client and project teams
- Formally recognized for creativity in customizing a software application package to suit client's needs
- Led two software training sessions for the HR team of an energy client; achieved 100% conversion rate
- Drafted numerous technical deliverables, all approved by the client, for an HR improvement project
- Facilitated a professional development program for new hires and provided informal support

NIGERIAN HEALTH SYSTEM

Medical Officer - Physician (Lagos University Teaching Hospital, State Hospital Ota, Private)

Lagos, Nigeria
2000 - 2003

- Physician for emergency, inpatient and outpatient clinical care at State Hospital, Ota
- Redesigned and implemented the call duty schedule system resulting in 20% reduction in admission days per patient, 50% reduction in the turnaround time of clinic sessions and 90% reduction of lengthy clinic queues
- Diagnosed medical illnesses and authorized inpatient and outpatient curative care for patients of all ages at the Lagos University Teaching Hospital
- Presented patient summaries daily to senior doctors; summaries were used as a reference for treatment decisions
- Co-facilitated 4 focus group discussions for a health research project at the Institute of Child Health & Primary Care

PERSONAL

- Executive member of a Nigerian youth education non-profit for 6 years; sang in 150-man church choir for 7 years
- Co-organizer, Faces of Africa Fashion show at Johns Hopkins Medical Institutions
- Hobbies include reading Christian novels and watching thrillers, table tennis and personal investing; fluent in Igbo

Shiba Nemat Nasser

From: Varun Dhanuka [vdhanuka@MIT.EDU]
Sent: Thursday, March 06, 2008 4:05 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Dhanuka Varun - Resume.pdf

Hi Shiba,

I would like to express my deep interest in becoming a TA for DMD for the Fall 2008 semester. My reasons are the following:

DMD as a subject: I enjoyed the subject thoroughly and found the concepts to be very powerful with wide-ranging applications. This was an extension of my statistics learning in undergraduate engineering school and was more application based. Therefore, I would like to TA for this class. Also, I did exceedingly well in the course (aced the midterm and received an A in the course).

Recitation Opportunity: Only the core semester courses offer recitation hours. This gives the students a formal setting to clear their fundamentals and gives me an opportunity to be their guide through this exercise. On a personal note, I expect this to advance my presentation skills even further.

Ability to teach: Through the years, I have coached a number of my friends 1-on-1 and developed a high degree of patience to teach. For example, I was employed at a private tutoring house during my undergraduate days.

Best Regards - Varun.

Varun Dhanuka
MBA Class of 2009
MIT Sloan School of Management
Cell: +1-512-576-0524

VARUN DHANUKA

195 Binney St., Apt 2216

Cambridge, MA 02142

+1-512-576-0524

varun@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007 - Present

- MIT Sloan Sales Club Lead: Operations Director, MIT Sales Competition (Nov. 2007)
- MIT Sloan VC/PE Club Lead: VP of Entrepreneur Showcase; managed \$10K budget, sourced 70 early stage companies from around the world and selected 30 for showcasing (Nov. 2007)
- Lead Organizer of the 2008 MIT Sloan India Trek managing 50 students (Mar. 2008)
- MIT Energy Club Lead: Ass. Director, MIT Energy Conference; leading Innovation panel (Apr. 2008)
- Recipient of '2008 MIT Sloan Peer Recognition Award' for founding the Sales Competition

UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

Bachelor of Science, Chemical Engineering with High Honors

2002-2004

- Completed degree in 2.5 years with GPA: 3.9/4.0
- Awarded \$2000 "University Co-Op/George H. Mitchell Award for Academic Excellence" for 2005
- AT&T Leadership Award Finalist, Asia Pacific 2002

EXPERIENCE

SEIMENS VENTURE CAPITAL

Boston, MA

Analyst Intern

January 2008

- Conducted market review of the home health sector and identified investment opportunities

ABB LUMMUS GLOBAL INC

Houston, TX

Process Engineering Specialist

2005-2007

Associate consultant providing technical expertise to large petroleum clients

- Led team of 5 engineers on a \$200 million clean fuels gasoline refining project. Completed project 3 weeks before schedule, resulting in a \$1 million profit contribution
- Generated \$10 million of sales through the development of customized solutions, improving the production efficiency of large-scale refineries
- Contributed to the process design of a \$2 billion petrochemical unit in Singapore on a multi-office team of engineers from the US, Netherlands, and China by ensuring efficient flow of information
- Saved \$10 million of a large oil refiners capital investment by developing a low-cost purchasing strategy based on a complex simulation analysis
- Trained and mentored junior engineers, contributing to their professional and career development

UNILEVER North America

Trumbull, CT

Process Engineering Intern

Summer 2004

Developed manufacturing processes for personal care products in the consumer goods industry

- Achieved \$7 million in annual savings by using break-through Sonolation processing technology that reduced energy consumption of the process
- Developed manufacturing routes that cut production time by 50% for Unilever's body wash brands
- Coordinated with marketing, consumer research, and product development to ensure product quality

UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

Undergraduate Research Assistant

2002-2004

- Published three research papers and one conference paper in highly prestigious journals
- Improved crude oil recovery from wells by creating a new emulsion system through concept science
- Developed a new technique to capture micron level images of high-pressure emulsions that created new avenues for research

OTHER

Languages: Fluent in Hindi

Activities: Enjoy tennis, squash, ballroom dancing, sailing and cooking North Indian food

Investment Portfolio: Realized 16% average return over last 3 years

Social Work: Helped raise \$50,000 for United Way while at ABB in Houston

Shiba Nemat Nasser

From: Damian Wisniewski [dwisniew@MIT.EDU]
Sent: Thursday, March 06, 2008 6:52 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Wisniewski Damian.doc

Dear Ms. Nemat-Nasser,

I am writing to apply for a TA position for the Data Models and Decisions class next year. I would greatly enjoy the opportunity to give back to Sloan and to get to know the class of 2010. I feel that it would be a great way to use my math background to help the next generation of students get the most out of their core curriculum. In addition, I would enjoy sharing my experience in the workforce using optimization models to solve important business problems.

This would be my second TA experience. During my Sophomore year at Harvard, I was the course assistant for a special experimental section of Math 21A: Multivariate Calculus, designed to test integrating Mathematica into the course curriculum. Also, while at Profitlogic and Oracle, I was heavily involved in training. I trained new customer support and project management personnel in a number of areas including technical details of our products, customers and optimization models.

Thank you very much for considering my application. Please let me know if you have any questions.

Thanks!
Damian

DAMIAN WISNIEWSKI
68 Bay State Ave/Apt 3
Somerville, MA 02144
617-767-5079
damian.wisniewski@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007-Present

MBA Candidate, June 2009

- Serve as Sales Club Vice President of Conference Speakers.
- Member of MediaTech Club.
- Winner of MIT Sloan Peer Recognition Award.

HARVARD UNIVERSITY

Cambridge, MA
1997-2001

A. B. Mathematics

- Played tuba in the Harvard University Band for four years.
- Served as Co-Chair of Quincy House Senior Gift Committee; delivered second highest participation rate out of twelve undergraduate houses.

EXPERIENCE

ORACLE USA, INC

Cambridge MA

(Acquired Profitlogic, Inc in August of 2005)

Senior Principal Project Manager

2004-2007

- Led project teams of four to ten people on five concurrent projects with total contract value of \$3,000,000.
- Selected to bring to completion first implementation of new product on project running 100% over time and 100% over budget. Coordinated efforts of sales, development, implementation, support, and hosting, to successfully finish two year project.
- Negotiated daily with development and client teams on new products to prioritize bugs, define release schedules, and secure patches for critical issues.
- Designed high level strategy and detailed project plan for staged rollout of first upgrade of new product, first implementation of second new product, and first server migration of both products to client hosting facilities.
- Took on additional Solution Architect and Business Consultant roles for project during period of severe resource constraints; delivered project 25% under budget, a first in 25 implementations of that product.

Application Principal Support Engineer

- Served as Team Lead; handled client escalations, diagnosed advanced technical and analytical issues, managed master production change schedule and certified production readiness of newly implemented systems.
- Awarded Certificate of Excellence by Profitlogic for rapid issue resolution, consistent implementation of fixes, and high levels of user trust, as Primary Support Contact to Gap, Inc., largest client for company's main product.
- Trained new India-based support team for Retail vertical; delivered 3 month web conference series, 1 week workshop in Munich, and client visit Vendex in Amsterdam.
- Controlled support costs, partnering with implementation teams on upgrade projects to automate manual tasks and to redesign processes with high failure rates; new processes incorporated into later versions of product.

EXETER GROUP, INC

Cambridge, MA
2001-2004

Consultant

- Provided all support for custom, web-based purchasing system developed for Harvard University, designing popular search functionality enhancements and boosting system performance.
- Earned Oracle8i Certified Professional Database Administrator designation.

ACTIVITIES

- Designed database for Keshet Boston, providing infrastructure for nonprofit to grow from 150 to 250 members.
- Travelled around the world in 47 days, visiting eight countries and four continents.
- Read Classical Hebrew fluently.
- Began working life as dairy farmer in upstate New York (ages five to fifteen).

Shiba Nemat Nasser

From: Kumar Vemuri [vvkumar@MIT.EDU]
Sent: Thursday, March 06, 2008 7:15 PM
To: dmd_ta@mit.edu
Subject: DMD TA position
Attachments: kumar_resume.pdf

Dear Ms. Nemat-Nasser,

I am writing to apply for a TA position for DMD for Fall 2008. An engineer by training, I came to Sloan after several years in the industry and particularly loved the DMD course taught by Dr. Freund during the Core. I enjoyed it so much that I'm now taking DMD2 "The Edge" with Professor Bertsimas.

I want to be a DMD TA to help incoming students, particularly those without engineering or mathematical backgrounds, understand and appreciate the value of sophisticated data analysis techniques in careers they might pursue after graduating from business school, and have fun while learning this material.

During my graduate studies (working towards my MS in Computer Science), I was a graduate teaching assistant and so have prior experience in this role. My resume' is attached for your consideration.

Thank you for your time.

Sincerely,
Kumar

--

Kumar Vemuri | MIT Sloan MBA 2009 | vvkumar@mit.edu | 630.854.9416

KUMAR V. VEMURI
224 Albany Street, Apartment 218
Cambridge, MA 02139
(630) 854 9416
kumar.vemuri@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-Present

- Active member of MIT Sloan Management Consulting, Finance, and Sales Clubs.
- GMAT: 750, GPA: 5.0/5.0
- Financial Engineering externship with Fidelity Investments, Boston, MA. Jan 2008.

UNIVERSITY OF CINCINNATI

M.S. Computer Science

Cincinnati, OH
1995-1996

- Awarded the University Graduate Scholarship and Graduate Assistantship on academic merit.
- Teaching Assistant for graduate and undergraduate courses. Summer intern, Bell Labs.
- GRE: 2220/2400

UNIVERSITY OF BOMBAY

B.E. Computer Engineering, First Class with Honors

Bombay, India
1990-1994

EXPERIENCE

BELL LABS INNOVATIONS, ALCATEL-LUCENT

Naperville, IL
1997-2007

Lead Consulting Architect, Member of Technical Staff, CTO Team, IMS (2004-2007)

- Consulted with customers on pre-sales activities resulting in multi-million dollar sales.
- Contributed to M&A, competitive strategy, and portfolio rationalization activities, working with senior managers. Reported directly to the CTO on key projects, and drove 15-40% process efficiencies.
- Collaborated with Research to co-create and realize innovative service ideas, leading to new revenue streams.
- Led modeling (factoring in both technical and financial aspects) and engineering efforts to achieve 300% performance improvement in a product, increased sales, and better margins.

Technical Lead and Lead Architect, Member of Technical Staff (2001-2004)

- Led geographically dispersed teams (USA, Europe, Asia) of up to 35 members to design and develop four products across multiple (up to six) release cycles, and conducted sales training to maximize revenues.
- Designed nationwide network upgrade and migration strategies for two major wireless service providers working across multiple cross-functional customer, partner, and vendor teams.
- Managed company standards delegations and knowledge transfer between international teams.
- Recruited, trained, and mentored interns, engineers and architects.

Technical Architect and Software Engineer, Member of Technical Staff (1997-2001)

- Researched competitors and published weekly competitive intelligence newsletter for company use.
- Presented at industry forums and represented company positions at industry standards meetings.
- Co-designed several massively scalable (millions of subscribers) and high availability (99.999% available) Internet/E-Commerce, Telecommunications, and Multimedia systems.
- Performed rapid prototyping to guide product direction, roadmap, architecture, and competitive positioning.

TCS-BELL NORTHERN RESEARCH LABS

Assistant Systems Analyst

Bombay, India
1994-1995

- Contributed to the development of new, user-friendly telecommunications services (AIN).

AWARDS & ACTIVITIES

- Authored ~20 papers, and a book "Parlay/OSA: From Standards to Reality" published by John Wiley & Sons.
- Contributing author (book chapter) to "The Open Mobile Alliance" published by John Wiley & Sons (2/2008).
- "Bell Labs President's Gold Award" for stellar contributions to product design and architecture.
- (Twice) "Core Bell Labs' Teamwork Award for Exceptional Performance and Role Model Teamwork".
- Lucent Technologies "Celebration of Innovation" Award in recognition of patents filed (two granted, approximately twelve pending with the US and EU PTOs).

PERSONAL

- Avid reader. Write poetry for fun.
- Fluent in Hindi. International work experience (India, USA).

Shiba Nemat Nasser

From: Brian Dong [brian.dong@sloan.mit.edu]
Sent: Thursday, March 06, 2008 10:32 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: BrianDong.pdf

Dear Shiba,

I would like to be a teaching assistant for DMD because I enjoy teaching and I love mathematics and statistics. I really take pleasure in helping people understand these fields. The most rewarding moments are those in which the student is able to finally make sense of the *chaos* and see the beautiful *order* of statistics.

I worked for six years in wireless telecommunications, a field which involves a great deal of probability and statistics. Toward the latter part of my career I trained virtually all of my department's new-hires at my former company. I also served as an expert witness in intellectual property lawsuits, leveraging my ability to explain algorithms and statistics in layman's terms. I think I would make an excellent teaching assistant because of my strong technical background and excellent communications skills.

Please feel free to contact me for any further information.

Sincerely,

Brian Dong

BRIAN B. DONG
540 Memorial Drive, #201
Cambridge, MA 02139
(619) 822-3664
brian.dong@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007-Present

Candidate for MBA, June 2009

- Finance Club, Venture Capital/Private Equity Club.
- GMAT: 710; GPA: 5.0/5.0

UNIVERSITY OF CALIFORNIA, SAN DIEGO

San Diego, CA
2002-2006

Master of Engineering in Electrical Engineering

- Completed master's degree while working full-time at Qualcomm.
- GPA: 3.6/4.0 (GPA in Finance, Accounting, and Economics: 3.9/4.0)

CORNELL UNIVERSITY

Ithaca, NY
1997-2001

Bachelor of Science in Electrical Engineering

EXPERIENCE

QUALCOMM, INC.

San Diego, CA
2001-2007

Staff Engineer (Promoted from Senior Engineer and Engineer)

Analytics

- Modeled new product design in software simulation to detect and fix problems before production. Found issues in pre-production resulting in project budget savings of \$1 Million in product rebuild costs.
- Filed four patent applications for innovations and inventions in communications systems algorithms, improving product performance 30-50% across various metrics.
- Analyzed market specifications and helped build development team to create new product line, resulting in growing Qualcomm's 0% share in major European, Asian, and American markets to 30%.

Teamwork and Leadership

- Managed four-person software team to design cell phone modem software resulting in product performance improvements such as reducing missed call rates in urban areas by over 50%.
- Honored with the Upendra Patel Achievement Award for outstanding contribution to the development of a major global cellular technology at Qualcomm. Awarded to only 20 engineers in a division of over 5,000 employees.
- Promoted to software team-lead in less than 50% of the usual time. Became youngest software lead in department of 200+ engineers because of maturity and ability to develop junior team members.
- Mentored and trained department's 15 new hires. Created new hire training standards and facilitated knowledge sharing amongst team members by creating online knowledge base and organizing weekly discussion forum.

Relationship Management

- Managed client relationships with cellular service providers leading to successful deployment of Third Generation (3G) networks in the United States.
- Presented Qualcomm's algorithm designs during International Trade Commission Trial. Served as expert witness to articulate complicated and esoteric algorithms to legal teams to clearly provide evidence.
- Advised handset manufacturers on implementation issues and assisted in execution of product development plans.

NASA JET PROPULSION LABORATORY

Pasadena, CA
1999-2000

Co-Op Engineer

- Designed controller software and created software models for NASA Deep Space Network (DSN) antennas.
- Pitched design and detailed integration plan to senior leaders resulting in successful implementation and deployment of new module.

INTERESTS

- Hobbies include playing soccer, weight lifting, tennis, wine tasting, and cooking.

Shiba Nemat Nasser

From: Bart Raeymaekers [braeymae@MIT.EDU]
Sent: Thursday, March 06, 2008 11:23 PM
To: dmd_ta@mit.edu
Subject: DMD TA position application
Attachments: BartRaeymaekers_AcadCV.pdf

I'm very interested in becoming a TA for the DMD class because I have a strong mathematical background and I like teaching/interacting with students. Prior to coming to Sloan, I did my PhD in mechanical engineering at UC San Diego. I served several times as a TA for the classes my professor was teaching, and enjoyed helping students understand new concepts. During Spring 2008, I'm serving as the TA for 15.401 Finance 1 (section e) for Professor Thomas E. Copeland. My TA experience includes teaching of recitation sessions, holding office hours to explain concepts to students on a one-on-one basis, making problem sets and sample solutions, grading, and organizing the logistics of a class (>120 students).

I like the interaction with students and I always go the extra mile in helping them understand the material better on the one hand, and supporting the professor on the other hand. In 2006, I received the campus-wide teaching award at UC San Diego, as well as the TA award from the mechanical and aerospace engineering department. For both awards I had been nominated by students, colleague PhD students and faculty.

--

Bart Raeymaekers, Ph.D.
Massachusetts Institute of Technology
MBA Class of 2009
224 Albany Street #335
Cambridge, MA 02139
Cell# (858) 349 3876

BART RAEYMAEKERS

224 Albany Street Apt. #335

Cambridge, MA 02139

858-349-3876

braeymae@mit.edu

INTERESTS

nano-technology, nano-tribology, contact mechanics, dynamics, computer storage, mathematics, entrepreneurship

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Sloan School of Management

Candidate for MBA

Cambridge, MA

2007 - present

UNIVERSITY OF CALIFORNIA SAN DIEGO

Post-Doctoral Researcher (volunteer)

La Jolla, CA

2007 - present

- Current research focuses on design of piezo-based multi-stage micro-actuators, modeling of the dynamic friction coefficient between polymer and metal at the nano-level, and fretting wear.

Doctor of Philosophy in Engineering Sciences (Mechanical Engineering), June 2007

2004 - 2007

- Dissertation: "Sliding contacts and the dynamics of magnetic tape transport"
The dynamics of lateral tape motion (LTM) are a key problem in designing the next generation tape drives with increased track density (recording density), since LTM might cause track misregistration and, hence, limits the achievable track density. The tribological interaction between magnetic tape and guides/rollers, as well as the coupling with tape mechanics has been investigated macroscopically as well as on the nano-level. The research involved both theoretical modeling and experimental work.
- Advisor: Professor Frank E. Talke

Master of Science in Engineering Sciences (Mechanical Engineering), June 2005

2004 - 2005

- Thesis: "Study of lateral tape motion and tape tension transients"
Lateral tape motion is defined as the time-dependent motion of the tape perpendicular to the tape transport direction. A non-contact, optical sensing device was developed to measure tension transients in a magnetic tape. Using this novel device, the influence of tape tension transients on lateral tape motion was investigated. Strong correlation between lateral tape motion and tape tension transients was observed.
- Advisor: Professor Frank E. Talke
- GPA: 4.0/4.0 Summa cum laude

VRIJE UNIVERSITEIT BRUSSEL

Brussels, Belgium

Master of Science in Applied Sciences (Electromechanical Engineering), June 2004

2002 - 2004

- Thesis: "Study of cooling and lubrication systems for high speed milling of titanium"
Ti6Al4V is used in the aerospace industry because of its high strength-to-weight ratio despite its poor manufacturability. The influence of different cooling systems on the cutting tool life was studied. A cutting speed of 300 m/min with a tool life of 60 minutes was obtained by using a mist cooling system. Finite element analysis was used to study the temperature distribution at the cutting interface as a function of different parameters, such as cutting speed, feed, tool coating.
- Advisors: Professor Jef Maes, Professor Marc Van Overmeire
- Magna Cum Laude

KAHO ST. LIEVEN

Ghent, Belgium

Bachelor of Science in Electromechanical Engineering

1998 - 2002

- Thesis: "Design and construction of a mobile planting robot"
An automated planting robot was developed, which takes begonia plants (flowers) out of trays, drills holes in the soil and positions the plants in the soil. The robot has successfully been built and is currently used in the agricultural industry in Belgium and the Netherlands.
- Advisor: Professor Marc Juwet
- Magna Cum Laude

TEACHING EXPERIENCE

- **Spring Semester 2008:** Teaching Assistant for 15.401 (MIT) Finance Theory 1, Professor Thomas E. Copeland: Teaching recitation sessions, class logistics, maintain website, and grading homework and tests.
- **Fall Quarter 2006:** Head Teaching Assistant for MAE 150 (UCSD) Computer Aided Design and Analysis, Professor Frank E. Talke; Coordinated activities of other TA's and readers, created homework sets, office hours (help students with their homework and explain theory), maintain website, responsible for class logistics
- **Spring Quarter 2006:** Teaching Assistant for MAE 156b (UCSD): Mechanical Design, Dr. Jerry Tustaniwskyj and Dr. Eric Jayson; Coordinated 22 mechanical design projects and helped students with design and calculations
- **Winter Quarter 2006:** Head Teaching Assistant for MAE 150 (UCSD) Computer Aided Design and Analysis, Professor Frank E. Talke; Coordinated activities of other TA's and readers, created homework sets, office hours (help students with their homework and explain theory), maintain website, responsible for class logistics
- **Spring Quarter 2005:** Teaching Assistant for MAE 156b (UCSD): Mechanical Design, Dr. Jerry Tustaniwskyj and Dr. Eric Jayson; Coordinated 18 mechanical design projects and helped students with design and calculations
- **Winter Quarter 2005:** Reader for MAE 150 (UCSD): Computer Aided Design and Analysis, Professor Frank E. Talke; Graded homeworks, midterms and the final exam

GRANT WRITING

- **Defense University Research Instrumentation Program (DURIP FY06):** The Use of a Scanning Laser Doppler Vibrometer to Characterize Brush Dynamics of a Homopolar Motor. (Awarded, \$276,000). *I wrote the proposal under supervision of Professor Frank E. Talke*

WORK EXPERIENCE

SIEMENS AG

Siemens Student Program Intern

Erlangen, Germany
2001

- Worked as a liaison between R&D and marketing on the design of a frequency converter for electrical motors.

COMMUNITY SERVICE

- Peer-reviewed research manuscripts for publication in technical journals
- Chaired technical sessions at the Austrib06 conference in Brisbane, Australia
- Mentored and coached new cyclists on UCSD Cycling Team

LANGUAGE SKILLS

Fluent in English, Dutch, German and French

AWARDS

- **2007:** Sheldon Schultz Prize for Excellence in Graduate Student Research, Center for Magnetic Recording Research, University of California San Diego
- **2007:** Dissertation Fellowship, Department of Mechanical and Aerospace Engineering, University of California San Diego
- **2006:** Barbara J. and Paul D. Saltman Excellent Teaching Award, University of California San Diego
- **2006:** ASME Information Storage & Processing Systems Division, Graduate Student Fellowship
- **2006:** Outstanding Teaching Assistant Award, Department of Mechanical and Aerospace Engineering - University of California San Diego
- **2006:** Outstanding Graduate Student Award, Department of Mechanical and Aerospace Engineering - University of California San Diego
- **2004:** Belgian American Educational Foundation (B.A.E.F.) Fellowship

- **2004:** Francqui Foundation Fellowship
- **2001:** Member of the International Siemens Student Program

REFERENCES

- ***Professor Frank E. Talke***
Center for Magnetic Recording Research
University of California San Diego
9500 Gilman Drive M/C 0401
La Jolla, CA 92093, USA
Tel: +1 (858) 534 3646
e-mail: ftalke@ucsd.edu
- ***Professor Izhak Etsion***
Department of Mechanical Engineering
Technion - Israel Institute of Technology
Haifa 32000, Israel
Tel: +972 4 829 2096
e-mail: etsion@techunix.technion.ac.il
- ***Professor Marc A. Meyers***
Department of Mechanical and Aerospace Engineering
University of California, San Diego
9500 Gilman Drive M/C 0411
La Jolla, CA 92093, USA
Tel: +1 (858) 534 4719
e-mail: mameyers@ucsd.edu

PUBLICATIONS

Journal Papers:

- A1.** Raeymaekers B, Taylor RJ, Talke FE, 2006, Non-Contact Tape Tension Measurement and Correlation of Lateral Tape Motion and Tape Tension Transients; *Microsystem Technologies*, Vol. 12(4), pp. 814-821
- A2.** Raeymaekers B, Etsion I, Talke FE, 2007, The Influence of Operating and Design Parameters on the Magnetic Tape/Guide Friction Coefficient; *Tribology Letters*, Vol. 25(2), pp. 161-171
- A3.** Raeymaekers B, Etsion I, Talke FE, 2007, Enhancing Tribological Performance of the Magnetic Tape/Guide Interface by Laser Surface Texturing; *Tribology Letters*, Vol. 27(1), pp. 89-95
- A4.** Raeymaekers B, Talke FE, 2007, Characterization of Tape Edge Contact with Acoustic Emission; *Journal of Vibration and Acoustics T ASME*, Vol. 129(4), pp. 525-529
- A5.** Raeymaekers B, Etsion I, Talke FE, 2007, A Model for Magnetic Tape/Guide Friction Reduction by Laser Surface Texturing; *Tribology Letters*, Vol. 28(1), pp. 9-17
- A6.** Raeymaekers B, Talke FE, 2007, Lateral Motion of an Axially Moving Tape on a Cylindrical Guide Surface; *Journal of Applied Mechanics T ASME*, Vol. 74(6), pp. 1053-1056
- A7.** Raeymaekers B, Lee DE, Talke FE, 2008, Characterization of the Brush/Rotor Interface of a Homopolar Motor with Acoustic Emission; *Tribology International*, Vol. 41, pp. 443-448
- A8.** Raeymaekers B, Talke FE, Attenuation of Lateral Tape Motion Due to Frictional Interaction with a Cylindrical Guide; *Tribology International*, under review
- A9.** Raeymaekers B, Talke FE, Sources and Measurement of Lateral Tape Motion: A Review; submitted to *Journal of Tribology T ASME*, under review
- A10.** Raeymaekers B, Graham MR, de Callafon RA, Talke FE, Design of a Dual Stage Actuator Tape Head with High Bandwidth Track-Following Capability; submitted to *Microsystem Technologies*, under review

Conference Papers:

- B1.** Raeymaekers B, Taylor RJ, Talke FE, Correlation of Lateral Tape Motion and Tape Tension Transients; *Proceedings of Information Storage and Processing Systems (ISPS) Conference, Santa Clara, CA (USA), 28-29 June 2005*
- B2.** Raeymaekers B, Talke FE, The Use of Acoustic Emission for Detection of Tape Edge Contact; *Proceedings of Micromechatronics for Information and Precision Equipment (MIPE) Conference, Santa Clara, CA (USA), 21-23 June 2006*
- B3.** Raeymaekers B, Etsion I, Talke FE, Influence of Operation Conditions on Tape/Guide Friction *Proceedings of ASME/STLE International Joint Tribology Conference, San Antonio, TX (USA), 23-25 October 2006*
- B4.** Raeymaekers B, Talke FE, The Effect of Friction between a Cylindrical Guide and Magnetic Tape on Lateral Tape Motion; *Proceedings of AUSTRIAS 06 Conference, Brisbane (Australia), 3-6 December 2006*
- B5.** Lee DE, Raeymaekers B, Talke FE, In-Situ Monitoring of the Brush/Rotor Interface in a Homopolar Motor with Acoustic Emission; *Proceedings of AUSTRIAS 06 Conference, Brisbane (Australia), 3-6 December 2006*
- B6.** Raeymaekers B, Graham MR, de Callafon RA, Talke FE, Design of a Dual-Stage Actuator Tape Head with High-Bandwidth Track-Following Capability, *Proceedings of Information Storage and Processing Systems (ISPS) Conference, Santa Clara, CA (USA), 18-19 June 2007*
- B7.** Raeymaekers B, Etsion I, Talke FE, Reducing the Magnetic Tape/Guide Friction Coefficient by Laser Surface Texturing: Experimental Analysis, *Proceedings of ASME/STLE International Joint Tribology Conference, San Diego, CA (USA), 22-24 October 2007*
- B8.** Raeymaekers B, Etsion I, Talke FE, A Model for the Magnetic Tap/Guide Interface with Laser Surface Texturing, *Proceedings of ASME/STLE International Joint Tribology Conference, San Diego, CA (USA), 22-24 October 2007*
- B9.** Boettcher U, Raeymaekers B, de Callafon RA, Talke FE, Design of a Dual-Stage Actuator Tape Head Controller, *Proceedings of ASME Engineering Systems Design and Analysis Conference, Haifa (Israel), 07-08 July 2008 (accepted for presentation and publication)*

Patents:

- C1.** Raeymaekers B, Etsion I, Talke FE, Tape Guiding System and Method, *U.S. Patent Application #60/909,832*
- C2.** Raeymaekers B, Talke FE, Apparatus and Method for Compensating for Lateral Tape Motion, *U.S. Patent Application #60/916,485*

Shiba Nemat Nasser

From: Gautam Shewakramani [gshewakr@MIT.EDU]
Sent: Friday, March 07, 2008 12:46 AM
To: dmd_ta@mit.edu
Cc: 'Robert Freund'
Subject: DMD TA Position
Attachments: ShewakramaniGautam_Resume_010108.pdf

Dear Fall 2008 DMD Faculty,

I am a first year MBA student, and I write to request you to consider my application to be a TA for DMD in Fall 2008.

I am applying to be a TA for a number of reasons. Firstly, I really enjoyed the DMD course last fall. I have a strong grip of the material and enjoyed working on the cases and problem sets. Secondly, I naturally found myself serving as an informal TA for my core team in the course, and I wish to continue in that role for the newest class of MBAs and give back to Sloan. Finally, I hope to further develop my leadership and presentation skills through the TA role by leading recitations and review sessions.

I do not have direct teaching experience, however there are several aspects of my background that are relevant and provide me with transferrable skills to be an effective TA.

My professional experience was in management consulting, where as an analyst I spent a large portion of my time performing and presenting complex quantitative and qualitative analysis to team members and clients. These skills are directly applicable in explaining course content to students. My undergraduate on-campus job from 2001-2005 was as a computer cluster consultant / manager where I worked on and then lead a team that helped troubleshoot students' computer problems. This required patience and the ability to not only solve but explain the solutions to these problems. Additionally, as mentioned above, I have experience leading study sessions for DMD and Finance I with my core team last fall.

I have attached my resume to provide you with further background information.

Thank you in advance for your consideration.

Best Regards
Gautam

Gautam Shewakramani
MIT | **Sloan School of Management**
MBA Class of 2009
e: gautam.shewakramani@sloan.mit.edu
p: +1 574 386 9923

From: owner-mba09@sloan.mit.edu [mailto:owner-mba09@sloan.mit.edu] **On Behalf Of** Anna Piccolo
Sent: Thursday, March 06, 2008 10:13 AM
To: mba09@sloan.mit.edu
Subject: Call for Applications for DMD TA position

To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "DMD TA Position" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:

Subject: DMD TA Position

to: dmd_ta@MIT.EDU

GAUTAM V. SHEWAKRAMANI

224 Albany Street, Apt. 383
Cambridge, MA 02139
+1-574-386-9923
gautam.shewakramani@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 – Present

- Vice President of Venture Capital & Private Equity (VC/PE) Club.
- Vice President of 5th Annual MIT Sloan Private Equity Conference.
- Organizer of London VC/PE Trip 2007 and MIT Sloan India Trip 2008.
- Organizer of adMIT Weekend 2008.
- Member of Mobile, Media, and Internet Club (MoMIT).

UNIVERSITY OF NOTRE DAME, COLLEGE OF ENGINEERING

Bachelor of Science in Computer Science & Film (double major)

Notre Dame, IN
2001 – 2005

- Dean's list, *cum laude*. GPA: 3.61/4.00.
- Study Abroad: Notre Dame London Program.
- Computer Cluster Manager: Recruited, managed, and trained 75 student employees over three years.

EXPERIENCE

DELOITTE CONSULTING LLP

Business Analyst, Strategy & Operations

New York, NY
2005 – 2007

Strategy & Analysis

- Performed due diligence for a \$7.75B private equity acquisition; built quantitative models to analyze \$700M of operational and IT costs. Uncovered discrepancies resulting in client lowering bid price.
- Analyzed ten potential acquisition targets by examining company and industry risks, challenges, growth potential, and competitors.
- Developed financial models to recommend an IT resource allocation strategy for a bulge bracket investment bank resulting in annual compensation savings of 34% (\$174M).
- Constructed organizational redesign options for a \$5B dot com experiencing rapid growth. Saved \$3M by reducing management layers and increasing spans of control.
- Formulated and developed recommendations to reduce sales costs of a manufacturing company by \$2.4M.

Teamwork & Leadership

- Collaborated across five cross-functional teams to lead development of a due diligence carve out report; estimated cost of running a private equity acquisition as a stand-alone company.
- Teamed across all five Deloitte consulting service lines to develop over 20 client proposals and over 10 knowledge building presentations.
- Mentored five college seniors via the Deloitte Consulting "Buddy Program"; helped improve recruiting yield by 25%.

Client Relationship Management

- Conducted over 20 senior client interviews to gather data and to develop solutions to client-specific strategic and operational issues.
- Facilitated post-engagement "Lessons Learned" workshops with Deloitte project teams to assist with future account planning and stakeholder management.
- Presented analysis, findings, and recommendations to over 20 clients and engagement team members.

CREDIT SUISSE FIRST BOSTON (CSFB)

Summer Intern, Fixed Income Sales & Research IT

New York, NY
Summer 2004

- Defined support processes, built process maps, and documented various Sales & Research application practices.
- Trained Singapore office personnel and transitioned application support from New York to Singapore.

PERSONAL

- Fluent in Hindi.
- Avid Film enthusiast; internship on the set of Harry Potter III during study abroad.
- Enjoy cooking and trying new foods, Notre Dame Football, and travel in Asia and Europe.
- Eligible for US E-3 Visa (indefinite US employment), exempt from H-1B visa cap.

Shiba Nemat Nasser

From: Gautam Kharkar [kharkar@MIT.EDU]
Sent: Friday, March 07, 2008 11:51 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: 20080307 Kharkar DMD TA Resume.pdf

Dear Ms. Shiba Nemat-Nasser:

I am delighted to submit my application for the DMD TA position for the fall 2008 semester. I thoroughly enjoyed Professor Freund's class in the fall, and learned the material very well (as shown by the A+ I received in the course). I found the DMD material extremely useful in its applicability to management (and for building a linear optimization model to figure out my class schedule). I have the teaching experience and technical background required to be a useful addition to the DMD teaching team.

Experienced Instructor: As a U.S. Naval Officer, I spent the last six years mentoring the people working for me, and served as an instructor for management and technical skills development. This experience allows me to facilitate discussion within large groups, and to provide clear, concise feedback to students.

Technical Background: During my studies for my Master and Bachelor degrees in Electrical and Computer Engineering, I became well versed in the use of statistical modeling in both my mathematics class work as well as in laboratory research. These skills were further developed as an engineer at the Northrop Grumman Corporation, where I used concepts such as Monte Carlo simulation to develop new communications and electronic systems.

Thank you for considering me for the DMD TA position. I am excited at the prospect of using my years of instructing experience and technical background to help the incoming class get the most from the MIT Sloan "Core".

Best Regards,

Gautam Kharkar

MIT Sloan School of Management
kharkar@sloan.mit.edu
(857) 241-0418

GAUTAM KHARKAR
2130 Massachusetts Avenue, Apt. 4E
Cambridge, MA 02140
(857) 241-0418
kharkar@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for Master of Business Administration (MBA), June 2009, GPA 5.0/5.0

Cambridge, MA
2007 - Present

- Recipient of McKinsey Award - Selected from MBA class of 390 for academic excellence and leadership
- Member of General Management Club, Management Consulting Club, and South Asian Business Club

JOHNS HOPKINS UNIVERSITY

Master of Liberal Arts (MLA), GPA 3.6/4.0

Baltimore, MD
1998 - 2001

CARNEGIE MELLON UNIVERSITY

Master of Science (MS) in Electrical and Computer Engineering, GPA 3.8/4.0

Pittsburgh, PA
1997 - 1998

CARNEGIE MELLON UNIVERSITY

Bachelor of Science (BS) in Electrical and Computer Engineering, GPA 3.8/4.0

Pittsburgh, PA
1993 - 1997

EXPERIENCE

U. S. NAVAL FORCES EUROPE

Intelligence Officer on Staff of Commander U.S. Naval Forces Europe (Lieutenant)

Italy
2005 - 2007

- Supervised 12 direct reports on senior military staff to research and provide strategic recommendations for plans supporting U.S. energy, counter-terrorism, maritime trade, and humanitarian policies.
- Coordinated strategic and operational planning efforts across Europe and Africa with U.S. and allied government agencies, non-profit aid organizations, and corporations.
- Presented research and recommendations to senior military officers for multi-year plan to counter illicit maritime activity off West Africa, leading to adoption of recommendations as part of current U.S. Navy regional strategy.
- Represented the organization during negotiations with senior government representatives from nine countries.

DEFENSE INTELLIGENCE AGENCY

Human Intelligence (HUMINT) Team Leader (Lieutenant Junior Grade)

Afghanistan & Republic of Korea
2004 - 2005

- Led military and civilian teams during combat operations resulting in the capture of al-Qaida and Taliban leadership.
- Analyzed multi-source intelligence and presented recommendations to senior military and civilian officials.

U.S. NAVY FLEET AIR RECONNAISSANCE SQUADRON ONE (VQ-1)

Assistant Officer-in-Charge (AOIC) / Intelligence Division Officer (Ensign)

Bahrain & Japan
2002 - 2004

- Managed 100+ personnel conducting combat reconnaissance flights during Operation Iraqi Freedom.
- Supervised and mentored 25+ direct reports as Division Officer and Acting Intelligence Department Head.
- Initiated new reporting product that was adopted for use by senior U.S. military leaders in Europe and Asia.

NORTHROP GRUMMAN CORPORATION

Marketing & Business Development Analyst / Systems Engineer (Professional Development Program)

Baltimore, MD
1998 - 2001

- Managed client relationship and marketing on \$868M U.S. Air Force satellite program. Researched and presented competitive and market analysis and customer engagement plan to senior management.
- Created and presented technical marketing plans for U.S. Air Force customer. Developed and presented strategy on U.S. Department of Defense budget process and Foreign Military Sales for corporate directors.
- Developed, budgeted, and managed marketing efforts for multimedia products for Land Combat Systems group as part of a \$565M U.S. Army contract.

RAYTHEON COMPANY

Software / Electronic Hardware Design Engineer

Tewksbury, MA
Summer 1997

PERSONAL

- Current U.S. TOP SECRET Security Clearance with Access to Sensitive Compartmented Information (SCI).
- Awarded Bronze Star Medal for work with Special Operations Forces during combat operations in Afghanistan.
- Graduated 1st in Class from both Officer Candidate School and Navy & Marine Corps Intelligence Training Center.
- Chosen as research analyst for Chief of Naval Operations's Strategic Studies Group at U.S. Naval War College.

Shiba Nemat Nasser

From: Parag K Patel [pkpatel@MIT.EDU]
Sent: Friday, March 07, 2008 12:56 PM
To: dmd_ta@mit.edu
Subject: DMD TA position
Attachments: Patel Parag.doc

Ms. Shiba Nemat-Nasser,

I am very interested in a TA position for next year's DMD course.

Being an engineer, having done similar analysis at my previous job and having done fairly well in the course, I feel that I would be a good TA for the incoming first years. I look forward to the opportunity to help the incoming students the theory and application of DMD (focusing more on the application).

Please find my resume attached and feel free to contact me with any questions. Thanks very much!

Regards,
Parag

From: owner-mba09@sloan.mit.edu [<mailto:owner-mba09@sloan.mit.edu>] **On Behalf Of** Anna Piccolo
Sent: Thursday, March 06, 2008 10:13 AM
To: mba09@sloan.mit.edu
Subject: Call for Applications for DMD TA position

To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "DMD TA Position" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:
Subject: DMD TA Position
to: dmd_ta@MIT.EDU

PARAG KRISH PATEL

143 Albany St, Apt 403

Cambridge, MA 02139

610-202-9858

parag.patel@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007 – Present

- Management Consulting Club, Venture Capital & Private Equity Club, Biomedical Business Club
- Pro-bono consulting with a team of 6 for a start-up company to develop a regulatory and marketing strategy

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Science in Chemical Engineering,

2001 – 2006

- Completed master's degree while working fulltime at Merck

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science in Chemical Engineering

1996 – 2000

- Mentored and developed 88 college students per year, for three years, as a resident advisor

EXPERIENCE

MERCK & CO., INC

Manufacturing Division

2000-2007

Technology Transfer Lead West Point, PA / Singapore

2005 – 2007

Led multi-national technology team of four employees in developing and transferring new bi-layer tablet technology to Merck's Singapore site for new, potential, multi-billion dollar product in development; completed the following:

- Facilitated all communications with Singapore client site management and technical staff over duration of project
- Managed one full-time employee in technology development of adhesion tester, which led to the reduction of customer complaints by over 50%
- Allocated resources, managed the project schedule and responsible for \$2MM budget of project. Project was completed six months ahead of schedule and \$100,000 under budget
- Developed recommendations to support regulatory filings to ensure rapid approval of product to US, Mexican, Asian, and European markets and save over \$1MM
- Increased productivity and cost savings of \$1MM by leveraging and sharing best practices among three international sites to improve procedures, systems, and technology at all three sites

Senior Engineer Cramlington, UK

2005

- Reduced costs of existing process, by \$200,000 per year, for inline product by analyzing steps that added value to the process and removing steps that were redundant, unnecessary, or inefficient
- Facilitated product and process optimization, atypical investigation, and overall process improvements to existing portfolio of products. Reduced atypical review cycle by five days by recommending changes to the process, including more organization and categorization during thorough investigations
- Advised new technical group director and managers on roles & responsibilities of group during a time of major staff turnover

Engineer and Staff Engineer West Point, PA

2000 – 2005

- Designed upgrades of equipment and systems used in pharmaceutical manufacturing processes to improve process efficiency, run-ability, and to incorporate operator feedback. Resulted in 20% reduction in process time
- Led the transfer of products into new production equipment / facility. Developed and implemented recommendations to process, by finding process efficiencies during transfer, to provide savings of ~\$400,000 / year
- Served as technical expert for process, equipment and automation issues that arose in production facility. Main contact for technical, operational, and quality personnel involved with the facility
- Managed intern and contract employee providing objectives, priorities, timeline, feedback, term end reviews while developing and mentoring them on career path

PERSONAL / ACTIVITIES

- Mentor youth from India to ease transition to life in the US (mentored 21 youth in last 10 years)
- Proficient in Gujarati and Hindi
- Hobbies: basketball, tennis, football, mountain biking, traveling

Shiba Nemat Nasser

From: Bryan Long [brylong@MIT.EDU]
Sent: Friday, March 07, 2008 1:38 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Long Bryan.doc; Long Bryan.doc

I'd like to be considered for a TA position because it is one of the subjects that I think I have a distinct ability in. I really enjoyed the class and usually I could grasp the concepts quickly and was able to help others understand the material as well. I have always enjoyed helping other people learn. In addition, the extra money will mean that I have to take out fewer loans J .

Other Experience:

In college I was part of HKN, an electrical computer engineering honors society, and part of being a member included tutoring for several electrical engineering classes. We didn't have TA's for most of our classes and the ECE professors asked HKN to help out with weekly review sessions either one-on-one or larger class review sessions during midterms and finals for students that asked. It was quite enjoyable and a great way to meet several of the freshman students.

In addition, while I was in undergrad, I also did private tutoring for high school students for Math and Science and SAT prep.

Thanks for the consideration,
Bryan Long

BRYAN M. LONG
100 Memorial Drive APT 8-7A
Cambridge, MA 02142
617-645-7621
bryan_long@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007 - Present

Candidate for MBA, June 2009

- CFO for Massachusetts Tech Trek with MediaTech Club
- Active member of Innovation Club and Mobile Media and Internet Technology Club
- Project Manager for class consulting project with local technology company

NORTHEASTERN UNIVERSITY

Boston, MA
1997 - 2002

BS Electrical Engineering June 2002

- Summa Cum Laude, GPA 3.83
- Eta Kappa Nu (HKN) officer
- Winner of Senior Design Team Project
- College of Engineering Dean's Scholarship (1998 – 2002) and Sears B. Condit Honor Award (2002)

EXPERIENCE

VOLPE RESEARCH CENTER, US DEPARTMENT OF TRANSPORTATION

Cambridge, MA

Division specialized in rapid prototype and deployment of maritime systems

Senior Computer Engineer

2002 - 2007

- Negotiated with US Navy to secure \$1.5 M in funding to develop the Maritime Security and Safety Information System (MSSIS), an international network developed to share data amongst participants
- Expanded MSSIS network by 800% in one year by directing four international deployment teams, each composed of three to four people
- Obtained additional \$300K of funding by collecting and analyzing user feedback from 100 users over a six month period and presenting to sponsor
- Recruited officials from US, European, and Asian countries to join the MSSIS network
- Analyzed system data to develop performance metrics for network participants
- Led a team of three government employees and various contractors to install a \$1.2 M vessel monitoring system at various US Naval bases in Europe on schedule and within budget
- Utilized maritime engineering experience to help Federal Aviation Administration (FAA) team develop a portable validation system
- Received Director's Award in 2006

VIP MORTGAGE CORPORATION

Peabody, MA
2001 - 2002

IT Manager

- Deployed central network allowing the company to triple branch locations in six months
- Reduced average time to open a new branch office from two months to two weeks by collaborating with marketing and regulatory divisions to develop a starter package for new offices
- Centralized IT contracts for branch offices resulting in substantial savings
- Implemented tracking system for IT related complaints

CADIMUS TECHNOLOGIES

Wakefield, MA
2000 - 2005

President / Co-Founder

- Raised \$90,000 in initial funding from friends and family
- Responsible for incorporation and all operational activities
- Developed state of the art home multimedia system based on open source and customized software
- Secured several IT projects, including customized databases, web application development, and IT consulting

OTHER

- Volunteer at the Center on Media and Child Health developing IT tools
- Avid skier, social golfer, and technology enthusiast
- Active Top Secret and SCI Clearance

Shiba Nemat Nasser

From: Gerardo Guzman [gguzman@MIT.EDU]
Sent: Friday, March 07, 2008 5:49 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Resume - DMD TA Position - Gerardo Guzman.pdf

Dear DMD teaching team:

I am really excited with the opportunity of becoming a DMD Teaching Assistant for the fall semester of 2008. Here are some of the reasons on why I want to be a DMD TA:

First of all I have a strong desire to impact my fellow classmates of the 2010 class. As a TA I can contribute to their experience at Sloan by teaching them about DMD, and by sharing my personal experience from the first semester.

Second, I feel I have the practical and theoretical knowledge necessary to explain the different topics covered in the course, and I want to share this knowledge with my fellow classmates. I also have practical teaching experience, during college I worked for two semesters as a TA of Mathematics and Physics with great success (measured by the student's improvement).

Finally I believe working as a TA will be a great personal experience. I know I will learn a lot from the students and from the professor, and also the opportunity gives me a chance to become more involved in the MIT Sloan Community.

Please find attached a copy of my resume and feel free to contact me if you need more information about my qualifications.

Sincerely,

Gerardo Guzman
MIT Sloan School of Management
MBA Candidate Class of 2009
60 Wadsworth St Apt 2C
Cambridge, MA. 02142
617-470-1635
gguzman@sloan.mit.edu

GERARDO ALFONSO GUZMAN

60 Wadsworth St Apt 12E
Cambridge, MA 02142
(617)470-1635
gguzman@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-2009

- Finance Club, Management Consulting Club and Operations Management Club.
- Analyzed organizational initiatives at Google New York office as part of a consulting project with a student team.
- GMAT 710

INSTITUTO TECNOLOGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY, ITESM

B.S. Mechanical Engineering, Minor in Electrical Engineering

Monterrey, Mexico
2000 - 2004

- Graduated with the highest honors, Excellence and Honors Award.
- GPA 96/100, second in class.

EXPERIENCE

MCKINSEY AND CO.

Summer Associate (Internship)

Atlanta, GA
Summer 2008

TERNIUM

Monterrey, Mexico

Highly diversified steel manufacturer with operations in Latin America and US. \$6.6 billion annual revenue.

Head of Supply Chain Planning (Sales and Operations Plan) North Region

2006-2007

- Managed and led a team of four analysts in charge of weekly generating a sales and operations plan.
- Recommended optimal production levels, export quotas, and import needs to Senior Management by analyzing plant capabilities and sales requirements, and then presented the results in biweekly meetings.
- Integrated the Supply Chain departments by standardizing processes and working closely with counterparts in Venezuela and Argentina.
- Developed models and procedures to optimize shipments from Venezuela to Mexico resulting in a reduction of raw material inventory levels by 30% while maintaining excellent customer service.
- Collaborated with a multifunctional team in analyzing and projecting the impact of a procedure change that resulted in a 10% increase in sales capacity.
- Assisted Supply Chain VP in generating presentations for the company CEO and the Regional Directors.

Supply Chain Planning Analyst

2005-2006

- Promoted to Head of Supply Chain Planning after demonstrating superior analytical and leadership skills.
- Co-developed the first annual company budget with a 10 person multifunctional team. Coordinated 4 company areas, prepared presentations and reports, and managed meetings to achieve consensus between personnel.
- Analyzed plant capabilities and market forecasts of \$210 million of steel shipments to determine optimum inventory levels, sales mix, and plant operation.

HYLSAMEX

Monterrey, Mexico

Top steel producer in Mexico by shipments, \$2.4 billion annual revenue.

Leadership Rotational Program

2004-2005

- Selected as one of 12 trainees out of more than 200 candidates.
- Led the design, testing and implementation of a production simulator and optimizer. The project increased production capacity by 7.5%.
- Developed, wrote and presented a scientific paper in the ATS 9th International Steel Rolling Conference at Paris, France in June 2006, 540 engineers from around the world attended the congress.
- Communicated new operational procedures designed to decrease defects by 50 % and reduce material consumption by \$1 million.

PERSONAL

- Fluent in Spanish and English.
- Regular participation in the MIT Sloan Soccer Club and the Vintners Club.
- Interest in Latin American Literature, recently read Mario Vargas Llosa's *Mischiefs of the Bad Girl* and Gabriel Garcia Marquez's *Hundred Years of Solitude*

Shiba Nemat Nasser

From: alex.leary@gmail.com on behalf of Alex Leary [leary@MIT.EDU]
Sent: Friday, March 07, 2008 6:49 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: AJL Resume Office2003 Feb08.doc

Ms. Shiba Nemat-Nasser,

I would like to be considered to be a teaching assistant for DMD in the fall of 2008. I found that my TA shaped the way I could internalize and use the information taught in the classroom that was critical to my success in the class. He was able to navigate the more general concepts and pull out the key skills necessary so I could match the two sides to effectively use the tools and see how they apply to the larger order business questions I wanted to understand further.

In high school and college I tutored in a particularly challenging situation: prisons. Most of the work I did was in one-on-one situations working through GED math skills. Working with both adults and teenagers with very unstructured educational backgrounds I was forced to simplify almost every aspect of math. It was very rewarding to see when my efforts to explain something a number of different ways would produce a breakthrough for my student. Additionally I also spent a summer leading under privileged grade schoolers as a camp counselor, there I learned a lot about how to guide my campers to solve a problem so that they could not just repeat a set of tasks, but also learn how to tackle the problem with their own skills.

As a TA for DMD I would want to focus on giving students a number of ways to understand the central concepts while also giving them the space to discover the details on their own. That way I feel I would not just help them survive the material, but hopefully embrace the content and concepts.

I look forward to speaking with you further about the position.

thank you,

-Alex

ALEXANDER J. LEARY

452 Beacon Street, #5
Boston, MA 02115
415.793.0050
leary@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA

September 2007 - Present

- VP of Marketing for MIT Venture Capital Conference. Innovation Club, Mobile Media Club and Media Tech Club.

HARVARD UNIVERSITY

B.A., Government

Cambridge, MA

September 1997 - January 2002

- Graduated *cum laude* with a degree in Government concentrating in International Relations. Freshman Prefect. Tutor, Harvard Prisoner Education. Executive Producer, CityStep, Harvard's largest independent community service organization.

EXPERIENCE

INTUIT

Mountain View, CA

Led a 12-person cross-functional technical and design team to develop improvements to Intuit's single largest product: QuickBooks—the leading small business desktop financial software. Prioritized and defined the product requirements, initiated customer research, and advocated for strategic investments to drive new and existing customer sales.

Product Manager, Assistant Product Manager

April 2003 - June 2007

- Drove the end-to-end evaluation of market needs and product roadmap for online banking improvements. Successfully advocated to double the team and established plan for complete redesign in two product cycles. Led the coordination of over 1,000 partner financial institutions to improve and deepen use to support \$10 million in fees.
- Defined customer segments and problems, and prioritized solutions in order to guide engineering team to deliver products that set industry standards for functionality and ease of use, delivering three necessary improvements, including all critical requirements, on time.
- Promoted to Product Manager after nine months and recruited to lead investigation of new strategic opportunities.
- Managed the re-development of the forms customization engine across four product teams to deliver improvements with limited resources. Resulted in 80% satisfaction of target user.
- Developed and executed the product review tour with the PR team to release QuickBooks 2007. Presented to over 30 business writers and editors that resulted in over 80 news stories and five top critical product reviews.

Assistant Marketing Manager

- Led the removal from market of a product used by over 600,000 businesses. Managed three rounds of customer research and business analysis to determine promotion, messaging and channel strategy. Coordinated execution across operations, finance, and direct and retail sales in order to seamlessly migrate customers to deliver over \$19 million in revenue and retain 18% of user base.
- Coordinated the efforts of four-person team through two go-to-market product launches, delivering across operations, finance, and creative development in multiple direct and retail channels.
- Optimized inbox packaging to save over \$400,000 while increasing manufacturing reliability.
- Coordinated and standardized weekly business reporting across channels and evaluated the impact of marketing efforts to project future performance to meet quarterly and yearly financial goals.
- Managed \$3.2 million marketing budget, identifying resource opportunities and savings.

TONY SANCHEZ FOR GOVERNOR

Get-Out-The-Vote Organizer

Austin and San Antonio, TX

August 2002 - November 2002

- Recruited and organized a team of 300 to execute a Get-Out-The-Vote effort in Texas's 3rd largest city. Reached 300,000 voters, increasing Hispanic voter turnout by 10%.

LET'S GO PUBLICATIONS

Research Writer and Editor

Patagonia, CHILE & ARGENTINA and Cambridge, MA

February 2002 - April 2002

- Researched and wrote the original copy for *Let's Go: Chile 2003*, of the best-selling budget travel series. Crafted the tone and structure of over 500 venue reviews. Managed end-to-end execution of *Let's Go: Central America 2002*. Led 10-person team to successfully meet publication deadlines despite major staff changes.

PERSONAL

Conversational Spanish. Deep knowledge of Boston Red Sox history. Recent travels include Cuba, Vietnam, and Laos.

Shiba Nemat Nasser

From: itairam@gmail.com on behalf of Itai Ram [itairam@sloan.mit.edu]
Sent: Friday, March 07, 2008 9:08 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Itai Ram Resume.doc

Dear Ms. Nemat-Nasser,

I wish to express my strong interest in the TA position for the DMD course. I have a great passion for probability and statistics as well as to teaching,

and I am sure that this passion, my education and knowledge in this area, as well as the teaching skills that I developed throughout my career, will allow me to make a great contribution to the education of the next generation at Sloan.

Teaching experience:

I came to Sloan with a lot of teaching and mentoring experience; at the Israeli army, I served as a special combat course commander.

I developed a new training curriculum for the course, commanded and planned the entire course as well as tough and led teams of 25 soldiers. At my undergraduate university, I served both as a private tutor and also tough classes of failed students in math, probability,

physics and electrical engineering subjects. At Intel, I mentored two new hires as well as took part in the professional training of senior engineers in my group.

Relevant knowledge and education:

During my EE undergraduate studies, I focused heavily on probability, statistics, random processes and estimation theory.

The passion for this area convinced me to move to another team at Intel once I graduated. This team was developing cutting edge algorithms that meant to solve a lot of variability in our system (i.e., thermal noise) and therefore this work required a sound

knowledge in the area of statistics and probability. This period allowed to learn a lot about this subject and to apply this knowledge to my daily work.

I am confident that these skills and experiences, my strong communication and interpersonal skills as well as the knowledge that I gained

from the DMD class that I took, will allow me to serve as a successful TA.

Thank you for considering my application. I look forward to hearing from you.

Best,
Itai Ram

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Itai Ram
MBA Class of 2009
Sloan School of Management
Massachusetts Institute of Technology
Cell: +1-917-453-7484
Email: itairam@sloan.mit.edu

ITAI RAM

60 Wadsworth Street, #18E
Cambridge, MA 02142
917-453-7484
itairam@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007-Present

- President of the General Management Club, leading new initiatives; raised \$5K fund from General Electric
- Representing the MIT team in a cross business schools Wireless Supremacy Strategy War Game
- Member of the Innovation and the Mobile, Media & Internet Technology clubs
- Captain of the MIT Sloan Ambassador Program: Organizing weekly prospective student visits
- McKinsey & Company Award finalist

TECHNION - ISRAEL INSTITUTE OF TECHNOLOGY

Haifa, Israel

Bachelor of Science in Electrical Engineering

2001-2005

- Graduated *Summa cum Laude*
- Awarded Class Valedictorian (out of 380 students) and delivered graduation speech to 1,000 graduates and guests
- Granted "Student Council Award of Excellence" three years in a row, an honor given to the top student council member out of 30 based on leadership, campus initiatives, and successful representation of 2,000 students

EXPERIENCE

INTEL CORPORATION, MOBILE WIRELESS GROUP

Haifa, Israel

Systems & Algorithms Engineer

2006-2007

- Led research and development of new algorithm that increased Intel's wireless chips' connection rate by 5%
- Created an innovative tool to detect system failures, boosting detection efficiency by 30%
- Collaborated on a cross-functional team to analyze and research new analog-to-digital conversion technology designed to increase Intel's future wireless chip performance by 5%-10%
- Interviewed and recruited candidates for senior engineering positions; mentored two new hires

Wi-Fi Algorithms and Design Engineer

2005-2006

- Led and coordinated digital radio hardware integration project, synthesized reports from 10 team members and presented weekly status to R&D managers
- Designed and developed an innovative digital transmitter, reducing its size by 20% thus significantly reducing production costs
- Analyzed data, solved architectural problems, and wrote algorithms to address 80% of chip production malfunctions

Wi-Fi Logic Design Engineer, Student position

2003-2005

- Chosen from a team of 15 senior engineers to lead the Wi-Fi chip integration phase, reporting directly to group CTO
- Pioneered a comprehensive testing infrastructure for wireless chip processor, detecting more than 90% of failures
- Managed chip production hardware testing project, finishing one month ahead of deadline. Presented weekly results to group management

ISRAELI DEFENSE FORCES, ELITE SPECIAL OPERATIONS UNIT

Israel

Commander of Special Combat Warfare

1997-2000

- Chief Master Sergeant, second in command, Special Combat and Guerilla Warfare Division
- Promoted to Special Combat Commander, the only person promoted from 75 special operations soldiers
- Led and trained four teams of 25 soldiers for a one-month special combat course; planned the entire course
- Initiated new training curriculum, received approval from senior leadership, and developed new program still being used by special operations unit
- Ranked first of 50 in elite commanders course, based on inspirational leadership
- Member of 20-soldier special operations team, active in front line missions

INTERESTS AND LANGUAGES

- Fluent in French: Lived and studied in France for four years and traveled across Europe during junior high school
- Avid snowboarder and surfer for over 20 years; traveled and surfed in numerous countries
- Salsa & Ballroom dancer, participated in annual salsa conventions
- Currently collaborating with leading Technion professor on a paper dealing with a new signal processing algorithm
- Awarded "Exceptional Volunteer" by Israel's President for mentoring as part of Intel's community service program

Shiba Nemat Nasser

From: Erbay Dokmeci [dokmeci@MIT.EDU]
Sent: Friday, March 07, 2008 9:50 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: DOKMECI ERBAY RESUME.doc

Dear Shiba,

I would like to apply to the DMD TA position for Fall 2008.

During my undergraduate study at Middle East Technical University, where medium of instruction is English, I was the TA for DMD (Statistics of Economist I&II) for two semesters. Moreover, I was selected as the best TA of the year by the students. Besides studying Economics, I also studied Mathematics, thus I have great quantitative skills. I not only know the intuition of the DMD but also know the mathematical derivation of the subjects. In my experience at Sloan during Fall 2007, some of my classmates needed and wanted to understand the mathematical aspect of DMD, but we were not taught. I believe that making the mathematical derivations (at least for the interested students) helps them get the intuition better. Solely intuition is sometimes not enough. Some students need more than that. In this respect, I believe will be a great fit for the DMD TA position. Moreover, I have the teaching experience in this course, also in English.

There is something weird. My DMD grade is B. To be honest, I did not study DMD as hard as I studied accounting and finance, because I did not feel comfortable with both accounting and finance. Hence, I spent most of my time with the.

In the attached files, please see my resume.

Looking forward to hearing from you.

Best.

Erbay Dokmeci
MBA Candidate, Class of 2009
MIT Sloan School of Management
Mobile: (857) 207-6901

ERBAY DOKMECI
540 Memorial Drive Apt. #1106
Cambridge, MA 02139
(857) 207-6901
erbay@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- Co-organizer of European Cultural Week Event attended by 500+ people
- Captain of the Ambassador Program: Lead information sessions for 50+ admission applicants per week
- Head of AdMIT Weekend Committee: Coordinate the special weekend events attended by 100+ admitted students
- Vice President of European Business Club, member of Management Consulting and Finance Club

MIDDLE EAST TECHNICAL UNIVERSITY

B.Sc. in Economics (High Honor Degree), Minor in Mathematics (Honor Degree)

Ankara, Turkey
1998 - 2002

- GPA: 3.61/ 4.00 (Graduated in top 1%)
- Turkish Finance Foundation Scholarship Recipient: One of five students selected out of 1.5M students participating in the national university entrance exam
- Founder and President of Student Research Group on Economics: Raised funds through alumni network to provide merit-based scholarships for 22 students majoring in Economics
- Selected as teaching assistant for Statistics for Economists I & II

EXPERIENCE

PRIME MINISTRY, UNDERSECRETARIAT FOR FOREIGN TRADE

Advisor to the Minister of Foreign Trade and Customs

Ankara, Turkey
2006 - 2007

- Developed Turkey's North America Trade Strategy leading to a \$750M annual increase in Turkish exports through the analysis of import structures of six major states in the US
- Co-led the cross sectoral Turquality Project aimed to internationally promote high quality Turkish textile brands: designed the marketing campaign including print, media and Internet
- Negotiated bilateral and multilateral agreements with international government leaders, ministers and business leaders, resulting in signing of the Turkish-Chinese Economic and Trade Cooperation Agreement
- Advised the Cabinet on changes in trade and energy policies relating to neighboring countries through analysis of prospective political agenda, resulting in Free Trade and Border Trade Agreement between Turkey and Syria
- Analyzed the potential impact of global economic developments to Turkish trade such as the abolition of textile quotas, resulting in implementation of safeguard measures against Far East Asian competition

Advisor to the Undersecretary for Foreign Trade

2005 - 2006

- Managed an international team of 12 in Sri Lanka and Indonesia as part of the Turkish Government's aid program following the tsunami disaster, providing food and permanent shelters to more than 4,000 victims
- Constructed analytical models forecasting the effects of foreign currency movements and increase in raw material prices on Turkish trade, leading to a significant revision of the trade indices
- Recommended the Undersecretary during the nomination of commercial counselors to more than 80 countries

Foreign Trade Associate

2004 - 2005

- Founded and led the Silk Road Turkish Expo Train Project, leading to a \$430M annual increase in Turkish exports to Central Asian countries by negotiating the route of the train with top bureaucrats in Iran, Turkmenistan, Tajikistan and Kazakhstan and facilitating the collaboration between Turkish businesspeople and their counterparts
- Identified opportunities for foreign direct investment, economic partnerships, and export promotion by analyzing the economic developments in Middle Eastern countries

ZIRAAT BANK

Inspector

Ankara, Turkey
2002 - 2004

- Led audit teams inspecting transactions in branch offices, implementing corrections that increased profits by 2%
- Analyzed client risk structure to develop credit loan regulations, leading to a 5% decrease in nonperforming loans

ACTIVITIES & INTERESTS

- Founder and coordinator of an educational initiative providing scholarships and tutoring for 47 high school students
- Captain of the high school soccer team that won the nationwide championship in 1995 competing against 67 teams
- Professional soccer player at the Zonguldakspor Football Club in Turkey between 1996 and 2000
- Enjoy Formula 1 racing, skiing, swimming and writing short stories

Shiba Nemat Nasser

From: Miguel Valena Pires [mvpires@MIT.EDU]
Sent: Saturday, March 08, 2008 12:52 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Miguel Pires.pdf

Dear Ms. Nemat-Nasser,

Please be so kind as to consider my application for the position of Teaching Assistant of the Data, Models and Decisions class at MIT Sloan. I really enjoyed taking this course at MIT Sloan during the core semester of my MBA program and, despite having a quantitative background, I learned a lot about subjects I was not so familiar with. Besides that, I admired the way the faculty and the TAs managed to teach the class effectively to a group of people who had very differing familiarity and previous experience with more quantitative material and want to be a part of that success story, as I feel I could add value to the team.

I believe the teaching experience I have had in the past could be very helpful for this position. While at University I was, during one full school year, a TA for a mathematics course (Calculus I) and successfully managed to teach recitations and grade homeworks and exams in support of the class. I also have, in the past, tutored high-school students one-on-one, helping them with Mathematics.

Sincerely,

Miguel Valena Pires

MIGUEL VALENÇA PIRES

550 Memorial Drive, Apt. 24B-2
Cambridge, MA 02139
617-997-2564 / (+351) 96 505 2073
Miguel_Valenca_Pires@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007- present

- Academic focus on Finance and strategic management
- Member of the Finance and Venture Capital / Private Equity clubs
- Member of the Astropreneurs club and MIT Flying Club
- GMAT Entry Score: 750

INSTITUTO SUPERIOR TECNICO

MSc., Aerospace Engineering

Lisbon, Portugal
2000-2005

- GPA 17/20 (highest in class)
- Teaching Assistant - Calculus I
- Active board member in the EUROAVIA (International Association of Aerospace Students) Local Group; responsibilities included planning and organizing conferences, competitions, international activities
- Participant in SSETI (Student Space Exploration Technology Initiative), European Space Agency-sponsored initiative to design, build and launch a student satellite; responsible for mechanical analysis
- Participant in the 8th ESA Student Parabolic Flight Competition

EXPERIENCE

MCKINSEY & COMPANY

Leading global management consulting firm

Lisbon, Portugal

Business Analyst

2005-2007

Banking / Corporate Finance Joint-Venture

Developed internal knowledge on consolidation and participated in several domestic and cross-border live and prospective M&A deals in the European FIG arena (\$1-100 billion range)

- Performed market screening (country/target selection) and initial M&A valuation for the inorganic expansion of a leading US Universal Bank into Europe
- Performed strategic and valuation analysis for the potential purchase of a mid-size UK retail bank (~\$10 billion market cap) for a leading European Private Equity firm
- Developed a quantitative model to assess the relative vulnerability of European banks to a hostile takeover used to assist engaging clients in discussions on the topic of consolidation
- Developed the international expansion strategy for a leading Portuguese universal bank and assisted on the potential purchase of an Eastern European bank (responsibilities included due-diligence and valuation of synergies)
- Assisted ad-hoc several teams involved in M&A discussions (offensive/defensive positions) with top European banking clients

Retail Banking

- Developed the corporate strategy to help an incumbent credit card merchant acquirer facing increased regulatory and competitive pressure; main focus on product development strategy (technical/operational requirements and modeling of financial impact)
- Performed a commercial diagnostic of the cross-border SME coverage operations for a Portuguese universal bank, including the determination of product share by product/client segments and relative positioning regarding business rivals

Government / Internal Affairs

- Assisted the Portuguese Civil Protection Agency with the issue of forest fires; responsibilities included designing and implementing a management information system, facilitating models for inter-agency and intra-agency cooperation and creating a numerical methodology to determine the counties at a higher risk of having fires caused by human activity depending on the week of the fire season
- Performed a diagnostic on the 911 Emergency Response System

OTHER

- Fluent in English and Portuguese, Conversational Ability in Spanish and French
- Finance, Aviation, Comedy (reading/writing satire), Military History, Geo-politics

Shiba Nemat Nasser

From: peggahmit@gmail.com on behalf of Peggah Kamali [peggah@MIT.EDU]
Sent: Saturday, March 08, 2008 12:33 PM
To: dmd_ta@mit.edu
Subject: DMD TA position
Attachments: Kamali.Peggah - TA.doc

Dear Shiba,

I would like to be considered for a position as a DMD TA next year.

I would make a good TA because:

1. Teaching experience: I am currently a GMAT teacher and have learned how to explain complex problems to a wide variety of students. I know how to relate to students and break down information into easily understood material.
2. No DMD experience: While some students may have been statistics all stars, this is the first time I came across the DMD material. The fact that I had to learn it from scratch means that I will be in the best position to teach those students that are struggling the most. Students who already knew the material coming to Sloan cannot relate to those that have to learn it for the first time.
3. DMD is important: I really believe DMD contains crucial skills needed not just for financial modeling but for any business. This passion about the importance of understanding the material will show through as a TA.
4. Well-organized: In my experience, my TAs that were well-organized were much more effective than those that were not. I will bring this skill.
5. Fair: I am extremely fair and intend to grade based on a rubric system. I believe in total transparency. For example, I am working on the finances of the Study Tour to Ghana and I have kept all the receipts so any classmate on the trip who wishes to audit the information is able to do so.

Please find attached my resume. If I can provide any more information, please let me know.

Best regards,
Peggah

PEGGAH KAMALI

350 Third Street #614 Cambridge, MA 02142
(954) 205-0524 • peggah@mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - present

- GMAT: 760
- Forté Foundation Fellowship
- Elected to Student Senate by section peers
- Vice President of European Business Club, African Business Club and Net Impact
- Co-organizer Ghana International Study Tour and London Trek

NORTHWESTERN UNIVERSITY

Bachelor of Science Civil Engineering

Evanston, IL
2000 - 2004

- DaVinci Award for Exceptional Design and Engineering for Senior Design Project
- Selected for Undergraduate Leadership Program
- Northwestern University Sailing Team

EXPERIENCE

VERITAS PREP

Graduate Management Admissions Test (GMAT) Preparatory Course

Boston, MA
2008

GMAT Instructor

- Taught a variety of students how to increase their GMAT scores and prepare to apply to business school

THE WORLD BANK

Middle East and North Africa (MENA) Sustainability Group

Washington, DC
2008

Short-Term Consultant

- Created and analyzed financing opportunities for wastewater reuse throughout the region

CITIGROUP

Corporate and Investment Bank - Europe, Middle East, and Africa (EMEA)

London, UK
2004 - 2007

Associate: Cash and Trade Analyst

- Selected for Emerging Female Talent development program
- Credit Officer: \$1 million limit

Team and Project Management

- Managed 7 analysts and led 40 consultants for EMEA portion of a global regulatory remediation project
- Structured Trade Finance deals totaling \$2 million in revenue

Global Impact

- Dublin: Hired team and created organizational structure and responsibilities to carry forward the remediation project in line with our consultants' recommendations
- India: Assisted in creating the Risk Analytics Unit by designing a framework for responsibilities and communication between India and the front office team
- Senegal: Restructured debt to avoid liquidating Senegal's second largest employer
- Global: Designed Risk Control and Self Assessment model adopted for Global Transaction Services globally

CMQUE INC

Urban planning and transportation logistic consultants

Evanston, IL
2003 - 2004

Analyst

- Improved production and lowered transportation costs by 10% for a government organization and a major furniture company by relocating warehouses and improving transportation logistics and routes
- Analyzed commute statistics of Chicago metropolitan area to assess best train station locations
- Wrote proposals for several state Departments of Transportation

COMMUNITY INVOLVEMENT

- Jane Doe Inc: Creating an institutional memory system to provide services to victims of domestic violence
- Camden Women's Aid: Raised money to develop workshops that raise self esteem and aid in finding employment
- The Food Chain: Provided nutritious meals for London's homebound population living with HIV/AIDS

PERSONAL

- Fluent Farsi, Conversational Spanish
- Skiing Enthusiast: Northwestern University Ski and Snowboarding Club, MIT Ski and Snowboarding Club

Shiba Nemat Nasser

From: Ron Gelberg [ronnyg@sloan.mit.edu]
Sent: Saturday, March 08, 2008 5:17 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Gelberg Ron resume 2007 ops.doc

Dear Ms. Shiba Nemat-Nasser,

I wish to express my interest in the DMD TA position. I believe that through my skill set, my knowledge of statistics and statistics in management, and my experience as a University Lab Demonstrator (or teaching assistant) I will be able to provide the best possible outcome to the incoming students of MBAs.

I believe that there are three aspects that every TA requires:

1. Great communication skills
2. Sound knowledge of the course
3. Previous experience

I believe that I can contribute to this role with all three attributes:

My communication experience ranges from discussing issues with management in my previous job and do technical workers. In addition, at University, I was awarded the most professional presentation of an Engineering Honours project. Moreover, I had enhanced my communication skills by my teaching Engineering Laboratory's tasks for first year Engineering students.

In addition, I believe my knowledge of statistics is very broad. I have studied two Bachelor degrees: one in Electrical Engineering and one in Commerce and Economics. In the latter I took many statistics subjects and have excelled. As a change manager, I used statistics to convey decisions to management. I was fortunate enough to work for an organization where everything had to be proven statistically.

Finally, as mentioned previously, I was a Laboratory Demonstrator for students at The University of Melbourne. There, I taught theory of Electrical Engineering and assisted students to complete their laboratory tasks. In this role, I was required to grade students' work, lead them in their task and answer any questions outside of class. I taught 4 classes (60 students in each class) on a weekly basis. This job was extremely rewarding and enjoyable.

DMD has managed to teach me the importance of combining the statistics to management. In addition, it showed what is important for management and what tools can be used to portray a message or a decision. It would certainly be a privilege to provide that same teaching to the next MBA class.

I look forward to hear from you soon.

Kind Regards,

Ron Gelberg
MBA 2009

RON GELBERG

589 Putnam Ave.
Cambridge, MA 02139
617-529-7652
ronnyg@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007 - Present

- Member of the Operations Club, General Management Club and MediaTech Club
- Ambassador Program Captain – appointed by administration to lead information sessions for MBA candidates
- Current GPA: 5.0 (out of a maximum of 5.0)

UNIVERSITY OF MELBOURNE

Melbourne, Australia

Bachelor of Engineering (Graduated with Honors), Electrical Engineering

1999 - 2004

Bachelor of Commerce, Finance

- Patented and invented a device that assists in the research of osteoporosis
- Represented Melbourne University at the U21 Global Technology Entrepreneurship Symposium in Singapore
- Endeavor 2003 - Awarded the Most Professional Presentation Prize & Best Hardware Prize for Honors project
- Laboratory Teaching Assistant, 2004
- Elected President and National Treasurer of the Australasian Union of Jewish Students, 1999-2004

EXPERIENCE

TELSTRA

Melbourne, Australia

Largest telecommunication company in Australia with annual revenue of US \$22B

Change & Project Manager: Internet Protocol (IP) Taskforce

2005 - 2007

- Received "Customer.First" Executive Director Award for successfully enhancing customer satisfaction by developing a new process that decreased delivery times of the company's IP products by 67%
- Created and supervised a new team of six system consultants and a team of disaster relief coordinators
- Designed and initiated "The War Room", a forum allowing General Managers to discuss problems of individual orders and build cross-departmental relationships
- Implemented disaster relief tools and processes that improved sales efficiency by 60%
- Achieved for the first time in Telstra's history a 100% "on time" delivery for the provision of a major product
- Served as a key member of the Business Operations Management Group and led all IP related issues

Consultant/Reporting Manager: IP Activation Tactical Process

- Analyzed data to indicate the roadblocks of the delivery process
- Led a project to assess productivity and efficiency of the back-end of the delivery process, resulting in a savings of US \$2M and a 30% decrease in the average delay
- Managed a project that assessed delays at the front-end of the IP process and improved delivery times by 20%
- Advocated a new methodology of handling the billing queues, which resulted in a 45% improvement in efficiency and the company's lowest ever billing delays
- Worked in a team that improved the user friendliness of a company's supply chain computer system

CHAMPION COMPRESSORS

Melbourne, Australia

One of Australia's largest suppliers of power tools' compressors

Electrical Engineer

2003 - 2004

- Designed a network of sensors at different locations of a factory, to give an output to the company's network; calibrating sensors, research, wiring and networking

ADDITIONAL INFORMATION

- Languages: Hebrew (fluent) & Japanese (basic)
- MIT Rowing Club 2007
- Maccabi Junior Sports Carnival Organizing Committee member and Head of Finance, an event comprising 1,200 athletes from around Australia, Dec 2006 - Jan 2007
- Interests: Music (play organ and keyboard), Sports (basketball, football, running)
- Traveling: Have traveled extensively around the world, and upon completion of undergraduate studies in 2004, traveled around Europe and South America for seven months

Shiba Nemat Nasser

From: Rahul Kitchlu [rkitchlu@MIT.EDU]
Sent: Saturday, March 08, 2008 11:37 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Rahul_Kitchlu_Resume.pdf

Dear Ms Nemat-Nasser:

I am writing to you to express my strong desire to serve as a Teaching Assistant for the DMD Course during the upcoming Fall 2008 semester. The DMD course was one of the most enjoyable class for me in Fall 2007. I gained tremendously through the practical and pragmatic approach of the course material and wish to continue to learn and share my experiences with the incoming class of 2010. I aim to strengthen the classroom learning through my:

- **Excellent time management and organizational skills:** I have been very successful at balancing my time at MIT Sloan to effectively be involved in various extra-curricular activities while maintaining a perfect GPA. I believe my organizational skills will help in developing a tight framework for the DMD course so as to keep up with the workload.
- **Commitment to fellow students and patience to help them through the coursework:** I am deeply committed to ensuring success of every single fellow Sloan student and possess vast reservoirs of patience to help guide them through my experience as an effective manager.
- **Effective feedback to the students:** I believe that I can provide timely and valuable feedback to the students over the review sessions. I have a strong quantitative background and have worked extensively with business model in my career at IBM Labs. I have also taught IBM technology to students in over 30 different countries.

I believe that my strong interest and fit with the position would make me an ideal candidate for teaching assistant position for DMD TA. Please let me know if you have any further questions. I look forward to hearing from you!

Best Regards,



Rahul Kitchlu { MIT Sloan MBA Candidate - Class of '09 | rkitchlu@mit.edu | 1.617.335.0169 }

From: owner-mba09@sloan.mit.edu [<mailto:owner-mba09@sloan.mit.edu>] **On Behalf Of** Anna Piccolo
Sent: Thursday, March 06, 2008 10:13 AM
To: mba09@sloan.mit.edu
Subject: Call for Applications for DMD TA position

To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "DMD TA Position" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and

comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:

Subject: DMD TA Position

to: dmd_ta@MIT.EDU

RAHUL KITCHLU
Suite 2-24C, 100 Memorial Drive
Cambridge, MA 02142
1 (617) 335-0169 rkitchlu@sloan.mit.edu
Citizen of Canada

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

MBA Candidate, June 2009

Cambridge, MA
2007 - Present

- Senator, MIT Sloan Student Senate (2007-2009)
- Co-President, MIT Sloan Entrepreneurs for International Development (SEID) Club (2008-2009)
- Judging Lead, MIT 100K Business Plan Competition (Development Track) (2007-2008)
- MIT S-Lab Project: MiBanco, Peru. Microfinance related consulting project (Spring 2008)
- MIT Legatum Center research fellowship: Project ChiVE - China Ventures in Energy (January 2008)
- First Place: 'Play 2007' - National Business Case Competition, University of California, Berkeley (Fall 2007)

UNIVERSITY OF NEW BRUNSWICK

Bachelor of Computer Science (Major: Information Systems)

Fredericton, NB, Canada
1997 - 2001

- Graduated summa cum laude
- Computer Science Department Dean's Scholars List, University of New Brunswick Scholarship
- Founding President, UNB South Asia Society and UNB student government representative (1999-2001)
- Interned and volunteered with the UNESCO India, UNDP India, SOS Villages Nepal, WHO and OXFAM Canada

EXPERIENCE

IBM CANADA LTD.

Advisory Engineer / Engineering Manager

Toronto, Canada
2001- 2007

WW Business Development Manager – IBM Corporate Strategy Team (IBM HQ)

2005-2007

- Established three world-wide competitive strategy, product design, and marketing teams.
- Led strategic development and product prototyping initiatives as well as coordinated and devised outbound targeted sales, brand marketing and partner alliance campaigns overseeing a team of seven. (\$3.5M budget)
- Spearheaded business growth in five global emerging markets in countries such as Brazil, India, Russia and China.
- Created new technical marketing, competitive sales and partner campaigns in India as the focal point for IBM DB2 software's 'South Asia Initiative' affecting \$14M year to year growth, up 200% over a period of 2 years.
- Presented extensively at media events, conferences and customer sites globally including South Africa, Japan, Australia, Thailand, Philippines and Malaysia. (over 30 countries, over 60 events)
- Authored many white-papers and published articles in industry journals. (17 publications in total)

Product Manager – IBM Global Software Development

2004-2005

- Devised product development strategy and plan for database systems on the Linux Operating System platform.
- Coordinated a world-wide team of developers (100+) to deliver three product releases on time and on budget.

Competitive Project Officer – IBM Software Group

2003-2004

- Improved for product competitiveness by introducing differentiating features such as ease of use. (27 new features)
- Technical contributions to IBM software resulted in two patents and six industry awards.

Integration Engineer – IBM Software Group

2001-2003

- Led backend engineering integration and algorithm development for IBM database systems. (Owned 11 modules)
- Part of the team chosen to design and implement IBM based Trading-System at NYSE.

ACHIEVEMENTS

- Founder of non-profit entity 'Biking Blue' (www.bikingblue.com) to focus on child welfare. (raised over \$220K)
- IBM South Asian Employee Networking Group – Chairperson, 2002. (elected by a membership of 1600)
- IBM Canada Employee Charity Fund – Board Member, Funds Allocation Board. (nominated by management)
- Numerous IBM internal awards for excellence in technology, leadership and consulting. (eight awards in total)
- Nominated member of Indo-Canada Chamber of Commerce. (2005)

OTHERS

- Multilingual with fluency in English, Hindi, Urdu, Punjabi and Kashmiri and familiarity with three others.
- Prolific traveler ranked #267 most traveled person on the planet in 2006.
- Traveled, lived and worked on six continents.
- Avid long distance bicyclist and competitive racer.

Shiba Nemat Nasser

From: Atul Gupta [atulg@MIT.EDU]
Sent: Sunday, March 09, 2008 11:36 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Gupta Atul Resume.doc

Dear Ms Nasser,

I am a first-year MBA student at Sloan School of Management writing for the TA position for the DMD class, in fall 2008. I believe that my keen interest in DMD and strong academic credentials along with my past experience as a teaching assistant would allow me to make positive contribution to the DMD course taught next semester.

Keen interest in DMD: Outside of the class curriculum, I started working with Prof. Freund to develop an optimization case for manufacturing operations in Biotech Industry.

Strong academic credentials: In the first semester at Sloan, I participated in several extra-curricular activities like 100K. Despite that I have obtained A grade in all quantitative classes and have a GPA of 4.8.

Past teaching experience: During my MS in Chemical Engineering, I worked as a TA for two years with various professors to help them in graduate level classes, grading assignment, conducting recitations and office hours.

I am confident that my interpersonal skills in addition to my past teaching experience will allow me to perform an outstanding job as a TA of the DMD class.

Please feel free to contact me if you have any questions.

Sincerely,

Atul Gupta
MBA Candidate, Class of 2009
MIT Sloan School of Management
Email: atulg@mit.edu
Ph: 919-699-1143

ATUL GUPTA
49 Hawthorne St,
Somerville, MA 02144
919-699-1143
atulgupta@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, Accepted in Entrepreneurship and Innovation Program: GPA- 4.8/5.0

2007-Present

- Lead Organizer: Bioinnovations, an annual MIT Sloan Life Sciences business conference
- Led a team of four Sloan MBA students to develop a world-wide launch strategy for two drugs in Pfizer's portfolio

UNIVERSITY OF MARYLAND BALTIMORE COUNTY

Baltimore, MD

MS in Chemical and Biochemical Engineering: GPA – 3.9/4.0

2000-2002

- Designed and commercialized the core technology for a start-up biosensor application company
- Developed client relationship and generated \$20,000 in revenues
- Awarded "Who's who Among Students" in American Universities and Colleges

INDIAN INSTITUTE OF TECHNOLOGY

New Delhi, India

BS/MS in Biochemical Engineering and Biotechnology

1994-1999

- Awarded full two year scholarship for obtaining 95 percentile in national level GATE examination
- Obtained a national research grant from "Dept of Biotechnology"
- Captained collegiate squash team

EXPERIENCE

BIOGEN IDEC INC.

Research Triangle Park, NC

Project Manager/Senior Engineer

2004-2007

- Negotiated terms with business partners for product development strategy and added two clinical pipeline products which resulted in a \$8M revenues
- Led a cross-site global team of 20 to complete strategic assessment and financial due diligence for a \$600M capital investment in Denmark
- Analyzed financial and regulatory landscape; established long-term client relationship and co-developed a systematic modeling approach that reduced production downtime by 20%
- Consolidated world-wide technology transfer processes by collaborating across disparate teams to save \$1.5M of annual costs
- Improved production process performance by 40%; developed business case for implementation, persuaded senior management and realized \$10M annual cost savings
- Managed preliminary implementation of six sigma process optimization and risk mitigation for the commercial launch of a blockbuster drug in Biogen Idec's portfolio
- Integrated advanced multivariate models in production control system for early stage fault detection to reduce failure rate by 80%

HUMAN GENOME SCIENCES INC.

Rockville, MD

Group Leader/Engineer

2002-2004

- Directed a team of four scientists to assess feasibility, managed legal and regulatory approvals, and created standardized business process and resource allocation structure for clinical drug candidates
- Planned and developed the platform technology for drug production process to reduce development time by 30%
- Created mathematical models to reduce early stage drug development costs by shortening research timelines. This resulted in savings of over \$1.5M
- Designed knowledge management system to streamline operations: capture, storage and retrieval of information

INDIAN INSTITUTE OF TECHNOLOGY

New Delhi, India

Research Scientist

1999-2000

- Invented a 50% cost efficient industrial wastewater treatment system and obtained a **patent**
- Led two junior scientists to develop a novel computational modeling approach to reduce research cycle time by 40%
- Organized "Biohorizon", a national biotechnology conference of over 500 participants

OTHER

- Managed personal investment portfolio and consistently realized over 15% returns
- Founded and Elected President of Baltimore Chapter (150 members) of "Association for India's Development", an international non-profit organization
- Presented research at 15 International conferences and also peer reviewed 12 journal articles over last 8 years

Shiba Nemat Nasser

From: Diego Chona [dchona@MIT.EDU]
Sent: Sunday, March 09, 2008 4:03 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Diego Chona Resume.doc

Dear Ms. Shiba Nemat-Nasser,

I am writing to you to express my strong interest in being a DMD TA for the Fall of 2008. The main reasons why I am applying to this position are that I really enjoyed taking DMD last Fall as well as the subject in general, that I have a really good understanding of the subject and that I think that I could help my fellow classmates understand the subject better based on my previous experience.

I really enjoyed taking DMD last Fall mostly because I understand the importance of the subject in the professional environment and I was able to relate it to my experiences. Before coming to Sloan I was working as a logistics and operations analyst and I was able to realize how important DMD is in improving processes and making the best decisions for the company. In fact, I think that in order to understand a company, you need to know DMD in order to know what are the key facts that affect the company and in order to measure your company's success. I also think that I have a really good understanding of the subject, this is due to both my professional experience as well as my background as an Industrial Engineer. As I mentioned earlier, DMD played a key role for me in my previous job and I was able to understand the practical implications of understanding the subject; in addition, I have a very strong base because of my degree, where I was able to take various courses related to the subject. Finally, I think that I could be very helpful to my classmates in understanding the subject. In my previous job I had to explain both the conclusions that I reached by using DMD analysis as well as the process that I followed. I had to explain these conclusions and processes to both technical (IT) and non-technical (business oriented management and co-workers) groups. This experience taught me how to communicate my ideas in a very simple and logical way that is easy to understand by various groups of people, I also learned to be patient and to try to understand my audience and how to reach them effectively. I think that this experience will be very useful to me to teach in a class environment.

Thank you for your time and I look forward to your response,

Diego Chona

I have attached a copy of my resume.

DIEGO ANDRES CHONA

195 Binney St Apt 4210
Cambridge, MA 02142
(979) 777-5536
dchona@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007-Present

Candidate for MBA, June 2009

- Management Consulting, Leadership and Latin Clubs, active member
- Sloan Soccer Team, active member
- GMAT: 750
- GPA 4.7/5.0

TEXAS A&M UNIVERSITY

College Station, TX
2000-2004

Bachelor of Science in Industrial Engineering, Cum Laude, May 2004

- Texaco Scholarship for Academic Excellence, 2003-2004 and 2002-2003
- James Hennigan Scholarship for Academic Excellence, 2001-2002
- Volunteered to help children learn to read at a local elementary school on a weekly basis through the HOSTS (Helping Other Students To Succeed) program

EXPERIENCE

GOODMAN MANUFACTURING COMPANY

Houston, TX

Heating, Ventilation & Air Conditioning Company with annual sales of over \$2 billion

Logistics & Operations Solutions

2004-2007

- Designed and implemented a company-wide inventory turns goal that reduced annual holding costs by \$15 million
- Analyzed the impacts of equipment foot print changes in required warehouse space and made a recommendation that resulted in the expansion of the main distribution facility by 400,000 square feet
- Created a model that led to the reorganization of the production facilities for 20% of the company's product classes and annual savings over \$1.2 million by comparing the production costs across different geographical locations
- Designed a database to coordinate the deployment and allocation of inventory for the company's 210 customers that resulted in the reduction of the field inventory by 16%
- Coordinated the inventory transfer from manufacturing to distribution facilities and implemented a new model that reduced annual transportation costs by more than \$200K

Customer Service and Inventory Management

- Controlled the inventory deployment of 31 customers under a consigned program with combined annual revenues of approximately \$110 million; negotiated daily with customers on their stock levels
- Forecasted sales for each of the customers based on seasonality, industry trends and customer specifics jobs in order to assist them in order placing and inventory management
- Collaborated with the VP of Logistics in presenting the metrics of our department to potential new customers
- Coordinated a team in executing an average of \$2 million worth of shipments per week
- Led a group of customer service in dealing with clients and responding to specific requests

AVISIN LIMITADA

Bucaramanga, Colombia

Poultry Farm with annual sales of over \$13 million

Assistant to Administrative Manager

Summer 2003

- Analyzed the economical and organizational impacts of a \$1.2 million investment to automate the firm's processes; modeled the different scenarios in Excel
- Supported the general manager in presenting the new investment opportunity to the company's shareholder

LEADERSHIP & COMMUNITY SERVICE

- Led a team that raised approx \$20,000 from individuals and companies for an asylum in Bucaramanga, Colombia

SKILLS & INTERESTS

- Native Spanish and Conversational French
- Professional experience with Excel modeling and with SQL and Access database programming
- CFA candidate
- Competitive golf player: Participated in San Diego World Junior Championship (1998); 4 handicap
- Avid traveler, recently visited Czech Republic, Turkey, Greece, Italy and Spain; lived in France during 2002
- Interested in readings in business and world events
- Andres Bello Award (1999); given to the top 50 graduating Colombian high school students based on a standardized test used to gain acceptance to local Universities

Shiba Nemat Nasser

From: Chiheng Tan [chiheng.tan@sloan.mit.edu]
Sent: Sunday, March 09, 2008 4:41 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: ChihengTan_DMD_TA_Resume.pdf

Dear Ms. Shiba Nemat-Nasser:

Please accept my application for the teaching assistant position (DMD, 15.060). I would like to continue to expand my network with MBA students in Class of 2010 while creating a challenging and fun learning environment for them. I am very qualified and would be an asset to this course because of my strong teaching skills and my extensive knowledge in data mining and modeling:

1. I have three-year teaching experience. From 2000 to 2003, I had worked as teaching assistant in Chemistry Department at University of Pennsylvania. Leading the chemistry course recitation and chemistry experiments, I had enhanced my communication and teaching skills. I enjoyed tutoring and helping students build confidence in their ability to achieve.
2. I have extensive math and data modeling knowledge which would enable me to teach complicate DMD topics. I achieved a grade of A+ on DMD course last year. In addition, I had also systematically learned the data modeling and mining theories during my undergraduate study.
3. I like helping other people learn. During my first semester at Sloan, I have helped several classmates on their DMD homework and projects. I like getting involved with students and making more friends. I believe that I have the capability to help students in Class of 2010 get the most out of this course.

I believe that I could contribute my knowledge and my enthusiasm to help new students get a pleasant experience during their first semester at Sloan.

I have attached my resume for your review. Thank you for considering my application. I would appreciate the opportunity to interview and look forward to hearing from you in the near future.

Best Regards

Sincerely

Chiheng

Chiheng Tan
MIT Sloan | MBA Candidate | Class of 2009
Phone: 617-417-9170
Email: chiheng.tan@sloan.mit.edu

CHIHENG TAN

59 Old Billerica Road, Bedford, MA 01730
(617)-417-9170, chiheng.tan@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, Class of 2009, Concentration in Finance || GMAT 760 (99%)

Cambridge, MA
2007-Present

- Active Member of Investment Management Club
- First semester GPA 4.84/5.0 (A+ for 15.060)

UNIVERSITY OF PENNSYLVANIA

Master of Science in Biological and Medicinal Chemistry || GPA 3.95/4.0

Philadelphia, PA
2000-2003

- Co-author of two papers published in *Bioorganic & Medicinal Chemistry Letters*
- Led the undergraduate chemistry course recitations for three years

JILIN UNIVERSITY

Bachelor of Science in Chemistry || GPA 91.5/100 (top 5%)

Changchun, China
1994-1998

- Merit-based 1st class scholarship for four consecutive years

EXPERIENCE

EQUITY MANAGEMENT ASSOCIATES

A Boston-based asset management firm, making investments in public and private companies

Waltham, MA

Equity Analyst (Winter Externship)

2007-present

- Developed a robust valuation framework and did due diligence on Chinese companies listed in United States
- Recommended equity investment ideas to portfolio managers (resulted in fund purchases).

SLOAN EDUCATIONAL INVESTMENT TRUST (EIT) FUND

A trust established by the Herman Crown Foundation in 1964

Cambridge, MA

Equity Research Analyst

2007-present

- Created a financial analysis model for the small cap company valuation
- Presented my research results to the five-member fund management committee

NANOCS, INC.

A supplier of reagents and materials for use in research and development, serving more than 5000 clients in 38 countries

Boston, MA

Corporate Finance Advisor

2007

- Raised \$1 MM from angel investors to finance two R&D projects
- Leveraged personal and professional relationships to form strategic partnership with Radiant Pharma Inc.

NOVARTIS

One of the top 5 pharmaceutical companies in the world, with annual revenue of \$40 billion

Cambridge, MA

Research Scientist

2003–2007

Key Achievements

- Identified and advanced a cardiovascular drug candidate in a pre-clinical trial
- Promoted to next level within two and half years, the fastest among all 40 associates at the same level

Leadership & Teamwork

- Made recommendations to senior managers to make no-go decisions on two R&D projects
- Persuaded the unit head to adopt an efficient inventory management system and lowered the inventory costs by 25%
- Led the associate committee to build a collaborative working environment and improved productivity by 34%

Quantitative Analysis

- Generated new drug leads using mathematical models to screen the compound library
- Integrated biological and chemical data to make critical drug discovery decisions

Creativity

- Discovered a drug candidate with a rare structural conformation and saved the \$20MM R&D project from failure

CAMBRIDGE PHARMA-CHEM, INC.

Co-Founder

Cambridge, MA
2004-2007

- Developed the business in serving researchers in biotechnology industry
- Negotiated the merger with Nanocs, Inc. in 2007

ADDITIONAL INFORMATION

- Work authorizations in United States, Canada, Hong Kong and Mainland China; Fluent in English and Chinese

Shiba Nemat Nasser

From: Jacklyn Sing [jacklyns@MIT.EDU]
Sent: Sunday, March 09, 2008 5:51 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Jacklyn Sing MIT Sloan 09.pdf

Dear Ms. Shiba Nemat-Nasser,

I am a first-year MBA candidate applying for DMD TA Position under Professor Gamarnik.

I am applying for the following reasons: (1) I find the subject matter and class discussion interesting, (2) I find the position unique in the sense that I can get to know the incoming first year students better while at the same time, learn new insights from topics covered before, and (3) I would like to become a TA and help students out in class.

I have had the chance to teach college algebra to high school students in the past, through an organization that helps public high school students get a better shot in college entrance exams for the top university in the Philippines. In addition, I was also a facilitator for a group of college scholars, teaching values education for Tzu Chi Buddhist Compassion Relief Group.

Conversations with Jordi convinced me that I am a strong candidate for this position. I believe that my international background, work ethics and personal characteristics, combined with my strong interest in the position and subject matter, as well as academic and work experience skills and training will enable me to succeed in this position.

I'm looking forward to hearing from you.

Best regards,
Jacklyn

Jacklyn L. Sing
Mobile: 908 3309546
MIT Sloan Class 2009
Email: jacklyns@sloan.mit.edu

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JACKLYN L. SING
70 Pacific Street Apt 285A
Cambridge, MA 02139
(908) 330-9546
jacklyn.sing@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 – Present

- VP of Corporate Finance, Finance Club; VP of Admissions, Sloan Women in Management
- Active member Investment Management Club, Asia Business Club and Toastmasters' Club
- Writer, Financial Times (FT): MBA Diaries

ATENEO DE MANILA UNIVERSITY

B.S. with Honors in Management Engineering and Minor in Marketing

Manila, Philippines
2000 – 2004

- Director, Alumni Department Management Engineering Association: headed two successful alumni homecomings
- AVP Administration, Placement Office: organized career seminars, hosted job interview training program

EXPERIENCE

MITCHELL MADISON GROUP

Provided strategy and management consulting to Fortune 500 companies.

Manila, Philippines

Associate

2006 – 2007

- Managed two analysts to conduct a €25M sourcing initiative for a European film capacitor company, saving 15% on raw materials
- Created financial savings and forecasting model using sales projections, purchase orders, and invoices
- Performed primary research through detailed interviews with vendors to assess industry trends and capabilities
- Conducted due diligence on vendor contracts and specifications (700 products across five plants) to understand supplier and industry dynamics, price trends, and sourcing opportunities
- Researched polypropylene (PP) and polyester film (PET) vendors; prepared and evaluated Request for Proposals (RFPs) sent to 60 vendors
- Supervised an analyst on sourcing the electricity and natural gas category for a US capacitor manufacturer
- Interviewed industry and legislation energy experts to understand market structure and deregulation
- Assembled a comprehensive training manual on strategy, tools and document production for new analysts

Business Analyst

2004 – 2006

- Co-developed \$75M run-rate savings model of the claims transformation initiative (improved claims handling, office consolidation, and outsourcing) for a top US property and casualty insurance carrier
- Formulated spend baseline and savings model for a South African coal mining company, achieving savings of 17% on the \$2.5M labor hire category
- Performed industry and vendor research on labor hire and hospitality category in South Africa
- Led two IT programmers and collaborated with the client's functional teams to deliver an automated billing software program, resulting to prompter and more accurate payments to law firms
- Presented the streamlined workflow and new software program to client senior management
- Investigated the sourcing potential of run-off insurance business (asbestos, surety, and medical malpractice)
- Structured the analysis of the coverage opinion and declaratory judgment consolidation initiative, saving \$3M
- Analyzed major IT investments of a top American investment bank resulting to better resource allocation
- Spearheaded the annual recruitment in the Philippines for two years, doubling the consultant base

RAMCAR GROUP: ORIENTAL AND MOTOLITE MARKETING CORPORATION

Philippines' no. 1 automotive and industrial battery manufacturer, serving US, Europe, Asia-Pacific, and Middle East

Manila, Philippines

Summer Intern: Export Researcher

Summer 2003

- Examined the feasibility and market-entry potential of 13 countries for battery exports
- Created content for the company website and product magazine

ACTIVITIES AND INTERESTS

- Worked on an investment proposal for a fast-growing content (web, publishing, and mobile) company in China
- Hobbies: personal portfolio investing, table tennis, travelling (took a camel ride across Inner Mongolia desert)
- Social/Extracurricular: Facilitator, Buddhist Compassion Relief Tzu Chi Foundation (Philippines); Judge, Philippine Emerging Start-ups Open (PESO) 2007
- Languages: Fluent in Filipino and Fukien, proficient in Mandarin (enrolled in a language program in Beijing)

Shiba Nemat Nasser

From: Maria Soledad Jeria [mjeria@MIT.EDU]
Sent: Sunday, March 09, 2008 8:39 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Maria Soledad Jeria MIT Sloan 2009.pdf

Dear Ms. Shiba Nemat-Nasser,

The Core can be very overwhelming at times, for an international student is not only the beginning of the MBA at MIT but also living abroad and discovering a whole new culture. My first semester experience was incredible; the MIT community provided me help and support in every aspect of my life. This is my payback time, I want to contribute to the MIT community and help my peers, I'm a strong believer that I have all the necessary capabilities to be a DMD Teacher Assistance.

I did not only enjoy DMD but I have been working with Professor Freund for the last month on a case that could be included in the course as a team case. Based on one of my previous work experiences this case will not only encourage core team work but also show a Latin America business environment.

I have an Engineering background and my teaching experience starts during my junior years at high school. I began by providing algebra tutoring to sophomores, and later started providing Calculus tutoring when I was in college. On a regular basis I had two students, each required a two hour session once a week.

Thank you for reviewing my qualifications and I look forward to your response

Best Regards
Maria Soledad Jeria

Maria Soledad Jeria
MBA Candidate Class 2009
MIT Sloan School of Management
[Email:msjeria@sloan.mit.edu](mailto:msjeria@sloan.mit.edu)
Cel: (857) 222-2679

MARIA SOLEDAD JERIA

60 Wadsworth Street Apt 22H
Cambridge, MA 02142
857-222-2679
msjeria@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for a Master of Business Administration (MBA), June 2009

2009 - Present

- Member of the Latin Business Club, Panel Manager for the XI Latin American Conference.
- Active member of Management Consulting, General Management, Sloan Women in Management Club.

PONTIFICIA UNIVERSIDAD CATOLICA

Santiago, Chile

Civil Industrial Engineering, Major in Transportation Engineering

1996 - 2002

- Leadership: Tutor corps, selected as a pilot for first year students.
- Honors: Bachelors exam approved with highest distinction, thesis approved with highest distinction.

EXPERIENCE

SQM

Antofagasta, Chile

Chilean mining company, producer of specialty fertilizers, iodine and lithium, with annual revenues of \$1.1B

Contract Leader

2005 - 2007

- Led team managing the contracts of three exploration sites, worth an annual \$45M.
- Worked with the regional government and Ministry of Transportation to gain approval for the incorporation of a new mode of transportation to the country.
- Customized IT control system for transportation contract, leading to an efficient dispatch tool, and an increase in the service level provided.
- Negotiated existing contracts reporting annual savings of \$300K. Identified inconsistencies between contractual definitions and operation that led to inefficiencies and low service level.
- Organized a year-end event, meant to reinforce company spirit.

CITIBANK

Santiago, Chile

Project Leader, Consumer Bank

2005

- Defined the procedures to launch co-branded credit card with a local retail store, increasing credit sales on a 60%.
- Represented Citibank at the local Bank Superintendence, and implemented new credit regulations.

LAN AIRLINES

Santiago, Chile

Leading South American passenger and cargo carrier, with annual revenues \$3.1B.

Key Account Buyer

2003 - 2005

- Led team responsible of negotiation of airplane's spare parts, with annual purchase expenditures of \$35M.
- Negotiated a three year contract with Boeing driving an estimated increase of \$15M in LAN's valuation which included securing \$600K annual savings for the '05 - '07 periods and increasing credit line by 150%.
- Teamed with Latin American airlines to transfer Airbus service hub, from Hamburg to Washington representing annual savings of \$100K for LAN.
- Renegotiated and rescheduled purchases, resulting on 5% saving in 2004 purchases.
- Participated in a cross-functional team for a brand relaunch project by incorporating suppliers and maintenance key needs.
- Selected to introduce LAN to the 3M South American Region Senior Vice President during his visit to Chile.

Control Management Analyst

- Developed operational cost fleet studies that impacted new aircraft purchase and current fleet reassignment.
- Conducted maintenance cost studies to establish contract frame between LAN and its subsidiary LAN Peru.
- Developed key performance indicator for the Material Management Vice President

LANGUAGE, ACTIVITIES AND INTERESTS

- Native Spanish speaker.
- Hobbies include skiing, diving, trekking (Machu Picchu, Chilean Patagonia) and backpacking (Eastern Island, Europe and Latin America).
- Member of the National Synchronized Swimming Team, 1991.

Shiba Nemat Nasser

From: John Angelos [angelos@MIT.EDU]
Sent: Sunday, March 09, 2008 10:47 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Angelos John Resume.pdf

Dear Ms. Shiba Nemat-Nasser,

I am a first-year MBA student interested in TAing for DMD in the fall of 2008. I really enjoyed taking DMD last fall, and I did well in the course. As a former Ph.D. student in chemical engineering I have a strong quantitative background, and I have seen the methods and principles learned in DMD applied in other contexts. For example, as part of my Ph.D. research, I used regression analysis to determine the effects of gasoline properties on engine performance.

In my undergraduate studies, I often tutored my classmates and helped them with homework assignments. I found that the process of teaching tests one's understanding of a subject on a deeper level, and I felt this was very rewarding. I hope to have a similar experience through TAing DMD, and in the process, I plan to share my interest and enthusiasm for DMD.

Thank you for considering me for a TA position for DMD. Please feel free to contact me if you have any questions or if you would like to discuss my background further.

Sincerely,

John

—
John P. Angelos
Ph.D. CEP Candidate
Department of Chemical Engineering
MBA Candidate 2009
Sloan School of Management
Massachusetts Institute of Technology
jpangelos@sloan.mit.edu

JOHN PHILLIP ANGELOS

70 Pacific St. Apt. 344C
Cambridge, MA 02139
617-452-4382
jpangelos@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- GPA: 4.00/4.00

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Candidate for Ph.D. in Chemical Engineering, June 2008

Cambridge, MA
2004 - Present

- Thesis research: Fuel effects in homogenous-charge, compression-ignition (HCCI) engines with Professor William Green

Presentations

- "Simulation of HCCI Engine Transients Using Detailed Chemical Kinetics," J.P. Angelos et al. 31st International Symposium on Combustion, Heidelberg, Germany, August 2006
- "Developing Next Generation Engine Technologies: Combining Modeling and Experiments," M.A. Singer, J.P. Angelos et al. MIT Energy Poster Session, Cambridge, MA, May 2006

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Master of Science in Chemical Engineering Practice

Cambridge, MA
2004 - 2006

UNIVERSITY OF SOUTH CAROLINA

Bachelor of Science in Chemical Engineering

Columbia, SC
2000 - 2004

- GPA: 4.00/4.00
- Member of Phi Beta Kappa
- VP of Projects for Tau Beta Pi

EXPERIENCE

MIT CHEMICAL ENGINEERING PRACTICE SCHOOL

Novartis Consultant

Basel, Switzerland
July 2005-August 2005

- Led a team of 3 to improve a predictive model for drug-supply management for clinical trials
- Demonstrated capabilities of new predictive model to Novartis executive team
- Researched methods for adding analytical equipment to dry-powder processing
- Presented recommendations for potential additions of analytical equipment to Novartis executive team

Cabot Corporation Consultant

Billerica, MA
June 2005

- Worked with team of 3 to develop an alternative method for oxidizing carbon black for commercialization
- Analyzed impact of new oxidation technique on carbon black optical density
- Presented research conclusions to Cabot executive team

NASA

Student Researcher

Glenn Research Center - Cleveland, OH
Summer 2002

- Selected from national pool of applicants to participate in the Undergraduate Student Research Program
- Developed methods for synthesizing boron nitride nanotubes for space applications

PUBLICATIONS AND AWARDS

- "Detailed Chemical Kinetic Simulations of HCCI Engine Transients," J.P. Angelos et al. International Journal of Engine Research. In Press, 2007
- "Effects of Variations in Market Gasoline Properties on HCCI Load Limits," J.P. Angelos et al. Society of Automotive Engineers Technical Paper (Society of Automotive Engineers of Japan Technical Paper), 2007
- National Science Foundation Graduate Research Fellowship, 2004
- Second Place, National American Institute of Chemical Engineers Conference Poster Competition, 2003

OTHER ACTIVITIES

- Member of MIT Sloan Energy & Environment Club and MIT Energy Club
- Learning to play guitar
- Enjoy rooting for the South Carolina Gamecocks football team and the Atlanta Braves

Shiba Nemat Nasser

From: Chunyu Li [lcy@MIT.EDU]
Sent: Sunday, March 09, 2008 11:52 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Chunyu Li Resume-v1.1.doc

Dear Ms. Nemat-Naser,

I am writing to apply for the DMD TA position in 2008 Fall semester. I regard this as a good opportunity for me to contribute to Sloan community and the best way to appreciate the DMD faculty and TAs who helped me during last fall.

Prior to Sloan, I worked as a process engineer for more than three years. This job required a lot quantitative skills to do data mining for problem diagnostics and process optimization. Last year I was sitting in Prof. Freund's class and enjoyed practicing these skills in business setting. Prof. Freund is a respectful professor and his teaching skills

I had been a TA in my last graduate degree study. In my previous company, I am the trainer of process optimizations for new process engineers. During the final exam period of last semester, I organized a study group with my friends and helped them on the DMD questions.

I have expressed my interest of being a DMD TA to Prof. Freund at the beginning of this semester. Your consideration will be appreciated and I look for hearing from you in the near future.

Sincerely,

Chunyu Li

MBA Candidate, Class of 2009

MIT Sloan School of Management

chunyu.li@sloan.mit.edu

857-445-7690

From: owner-mba09@sloan.mit.edu [<mailto:owner-mba09@sloan.mit.edu>] **On Behalf Of** Anna Piccolo
Sent: Thursday, March 06, 2008 10:13 AM
To: mba09@sloan.mit.edu
Subject: Call for Applications for DMD TA position

To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:

Subject: DMD TA Position

to:

CHUNYU LI
305 Memorial Drive #310B
Cambridge, MA 02139
8574457690
chunyu.li@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA June 2009, GMAT 750

2007-2009

- Active member of MIT VCPE and Finance Club
- Organizer of MIT Venture Capital Conference 2007: managed Disruptive Technology for Enterprises panel
- VP of Finance in Solar Engineering Solutions, a startup team for MIT \$100K Business Plan Competition

TSINGHUA UNIVERSITY

Beijing, China

M.E. Chemical Engineering

1999-2002

- Excellent Graduate Student Scholarship Recipient in 2000

B.S. Chemical Engineering

1994-1999

EXPERIENCE

ASM TECHNOLOGY SINGAPORE PTE LTD

Singapore

Section Manager

2006-2007

Managed new semiconductor packaging technology and equipment development engineering team

- Selected to build a development team of eight engineers after organization restructuring through recruiting and training.
- Led the team to complete two new equipment platforms developments within one year, and tight budget of \$300,000. These new platforms helped company break into Japan and US markets.
- Significantly reduced the unnecessary costs from design error by implementing product design modeling database. New product design lead time reduced 50% and non-standard parts rework rate dropped 80%.

Worked with senior management for strategy and business development

- Identified the needs of equipments from R&D department of customers and developed the first fully automated and low cost lab-scale product for semiconductor manufacturers. The products were sold at average price of \$200,000 with annual sales of \$3 million and gross profit margin more than 60%.
- Proposed to build partnership with customers by offering equipment capacities and engineering manpower from my team to customers for new product co-development. 15 projects led to final equipment orders worth totally \$7 million.
- Presented ASM innovative technology solutions to new customers at world-wide road shows.

Senior Process Engineer/Process Engineer

2002-2006

Promoted twice in three years for outstanding work performance

- Coordinated different departments including engineering, manufacturing and marketing to prepare the equipments for customer to give approval of the delivery. No delivery was delayed according contracts in my projects with overall \$10 million account receivables.
- Managed technical supports for customers; successfully solved many important problems for more than 50 companies located in more than 10 countries; increased.
- Invented two key IC packaging solutions which cut down the costs of the assembly process of memory and processor chips by 30%.

HONORS AND ACTIVITIES

- US Patent (#7241414) for semiconductor packaging technology awarded in 2007
- Team awards: 2006 Best Product of Semiconductor International Editor's Choice and 2005 Advance Packing Award.
- Invested in Singapore and Hong Kong equity market; practiced valuation modeling of a few US equities.
- Enthusiastic on sports: organized many basketball activities among universities and companies.

Shiba Nemat Nasser

From: Corey Lydstone [CLydston@MIT.EDU]
Sent: Monday, March 10, 2008 12:49 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: LydstoneCorey_DMDTA.pdf

Hi,

I would like to express my interest in a TA position for the Data, Models and Decisions course next fall. I believe I would be a great addition to the team and look forward to working with the MIT Sloan DMD staff. As an undergraduate I majored in industrial engineering and spent a lot of time studying a number of the methods we were introduced to in class and I think I would be able to leverage these insights when helping next year's class understand the material.

At my most recent job, one of my duties was to train new clients how to use our software and to run instructional sessions to large teams. In most cases this would be a interactive session where I would walk participants through a process and then help them as they attempted it themselves. I was also responsible for developing materials and leading training sessions during our annual users conferences where I would lead similar sessions on new functionality to lead users of our software. I have also had teaching experience through the Summerbridge after-school tutoring program as a volunteer.

I believe that my academic, professional and volunteer experiences have prepared me well to be a valuable addition to the DMD TA team. I have attached a copy of my resume and a few of my Mediterranean classmates have offered to write recommendations if necessary. Please let me know if there is anything else I need to provide you.

Thank you for your time and consideration.

Regards,
Corey

Corey Lydstone
MIT Sloan School of Management
MBA Class of 2009
clydstone@sloan.mit.edu
404-944-0283

COREY A. LYDSTONE

195 Binney Street #2109
Cambridge, MA 02142
(404) 944-0283
clydstone@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007-Present

Candidate for MBA, June 2009

- Co-President of the MediaTech Club
- Lead Organizer of the 2008 Seattle Tech Trek
- Organizer of the MIT \$100K Entrepreneurship Competition
- Member of Management Consulting Club, Sales Club and Innovation Club
- Thomas and Lorraine Williams Fellowship Recipient

GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, GA
1998-2003

Bachelor of Science, Industrial Engineering with Honors - Cooperative Program, May 2003

- LeaderShape Institute graduate
- Worked full-time, alternating semesters with NEO Incorporated as part of the Cooperative Program
- Elected Recruitment Chairman and Social Chairman of Alpha Tau Omega Fraternity, recruited largest pledge class in over ten years and managed \$50,000 annual budget

EXPERIENCE

VIRTUAL PREMISE

Atlanta, GA
2004-2007

A leading provider of web-based real estate portfolio and transaction management software

Senior Implementation Manager

Responsible for managing the implementation of software platforms for retail, landlord, real estate investment trust (REIT) and commercial real estate services clients. Promoted to Senior Implementation Manager in December 2005

Project Management

- Managed one of Virtual Premise's largest implementations, Washington Mutual Bank. System was utilized by over 400 users to manage 7,000 Washington Mutual locations and enabled the client to pay and manage over \$50M in rental expenses per month
- Led project with Equity Office and offshore partner to build web-based system that allowed the entry of 15,000 leases encompassing over 500 data elements per lease
- Managed project with Verizon Wireless to move their real estate transaction tracking to a web-based application, the project eliminated redundancy, improved reporting and enabled internal and external collaboration

Business Development

- Grew relationship with Verizon Wireless from one region of the U.S. to the entire country, increasing recurring revenue by over 200%
- Coordinated relationships from pitch work to the implementation of Virtual Premise software with clients such as CB Richard Ellis, Fifth Third Bank and Wells Real Estate Investment Trust

Leadership

- Co-chaired internal improvement team tasked with analyzing existing client support processes, determining areas for improvement and developing and implementing process improvements
- Developed and taught courses for Virtual Premise's annual user conferences on the topics of system training, new functionality and best practices of implementation

NEO INCORPORATED

Atlanta, GA
2003-2004

A project management provider and developer of web-enabled applications to support facility management

Account Manager/CAD Specialist

Responsible for managing day-to-day relationships with clients, training new clients, managing customer support and overseeing development of web-based CAD application

- Managed implementations and served as main contact for GE Energy and Atlanta Gas Light
- Managed software development change control process and led project to automate regression testing of NEO software, reducing testing time by over 20 hours a week
- Coached new employees on NEO's technology platform and industry expertise

ACTIVITIES

- Hobbies include mountain biking, golf, international travel and gourmet cooking
- PADI certified SCUBA diver
- Compete in sanctioned auto-cross racing events, member of the Sports Car Club of America

Shiba Nemat Nasser

From: Saptarshi Ganguly [gangulys@MIT.EDU]
Sent: Monday, March 10, 2008 12:55 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Ganguly Saptarshi_Resume_DMD TA.docx; recommendation for DMD TA position (4.29 KB)

Dear Ms. Nasser,

I wish to apply for a DMD TA position for the course in fall, 2008. The reasons for my interest in the position are as follows:

- 1) **Strong quantitative background and communication skills:** I am an Engineer from IIT (India) with a strong quantitative grounding and deep interest in quantitative techniques in management. I believe that I can add substantial value to students of MBA 2010 by virtue of my background, qualifications and interest. I also possess strong communication skills which would be an important success factor in the recitations.
- 2) **Strong performance in 15.060 :** My own performance in the course last fall, both in class and in the examinations have been very good. I have performed well both in the written exam and also in bringing insights to enrich class discussions. This speaks of my motivation and interest in the course as well.
- 3) **Coaching experience:** Having done my schooling in India, I do not have TA experience in the US. However I have handled tutorial classes at IIT where I coached my junior students in a number of quantitative and engineering subjects. At Sloan, I have tutored my classmates in DMD and a number of other courses. I am attaching one email as a testimonial.
- 4) **Rich and varied work experience :** I have varied work-experience ranging from manufacturing, retail product management and corporate finance. Over the summer I would have completed a consulting internship with McKinsey & Company (Boston office). My work experience will enable me to strike a strong linkage between DMD theory and practical business applications.

Please find my resume attached. I will eagerly wait to hear back.

Thanks and regards
Saptarshi
MBA-2009
617.997.3129

SAPTARSHI GANGULY

Apt 11B, 60 Wadsworth Street

Cambridge, MA 02142

617.997.3129

saptarshi.ganguly@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007-Present

- Summer Internship : McKinsey & Company (Boston Office).
- Selected from MBA Class of 2009 as one of four winners of the McKinsey Award for leadership, personal impact & academic excellence.
- VP of Management Consulting Club.
- GPA: 5.0/5.0.
- GMAT: 750.

INDIAN INSTITUTE OF MANAGEMENT, INDORE

Indore, India

Post Graduate Diploma, Management

2000-2002

- Awarded first prize for 'Best Research Paper' on building internet brands, in India Brand Summit, 2001.
- Won best summer project award in All India Marketing fair 2001, for product positioning strategy for Cadbury PLC.

INDIAN INSTITUTE OF TECHNOLOGY, KHARAGPUR

Kharagpur, India

Bachelor of Technology, Electrical Engineering

1994-1998

- Led a three-member team in developing a high efficiency solar illumination technology which has been implemented across 1,500+ villages in India.
- Awarded a certificate and scholarship in National Talent Search Examination (India).

EXPERIENCE

ICICI BANK UK LIMITED

London, UK

Chief Manager, Corporate Banking

2005-2007

- Led a team of two relationship managers in managing large corporate customer relationships.
- Delivered net income of US\$ 12 million in 2006 through successful execution of financing and advisory deals.
- Increased returns (ROE) on emerging market assets by 4% through strategic buy-sell.
- Placed US\$ 300 million of debt in the energy sector by starting an 'Energy Desk' focused on energy businesses.

ICICI BANK LIMITED

Mumbai, India

National Product Manager, Retail Liabilities

2002-2005

- Conceptualized and implemented a new business 'Enhancing Relationship Value' ("ERV") of existing customers. ERV contributes US\$ 1.0 billion of deposits (20% of ICICI's deposit budget).
- Led a team of five product managers, 40 regional sales managers, 100 executives and 1,200 salespeople to implement ERV at a Pan India level.
- Mobilized US\$ 1.0 billion of deposits from retail banking customers in 2004-05.
- Managed customer segmentation, product and service strategies, distribution channels, systems strategy, performance and compensation.
- Led the successful development and implementation (across 400 branches and 1,500 staff) of a CRM system for managing key customer segments.
- Won successive 'ICICI - Matrix Master' awards in 2004 and 2005 for contribution to companywide learning.

BHARAT HEAVY ELECTRICALS LIMITED (BHEL)

Bhopal, India

Production Engineer, Locomotive Manufacturing

1998-2000

- Led a team of 35 supervisors and staff in electric locomotive manufacturing plant.
- Achieved record production levels of 2,100 traction motors in 2000, a 133% productivity rise over 1999.
- Reduced employee overtime levels in locomotive plant by 55% through innovative incentive programs.

ACTIVITIES

- Impacted lives of 150+ children by setting up primary education system in Balarampur village (Kharagpur, India).
- Built a new NGO rating model to match-make donor and recipient NGOs, for 'Give India', a nonprofit organization.
- Reached 3 million potential donors for a payroll donation program, using direct marketing campaigns for Give.
- Won award in heavy rifle & revolver shooting as a cadet of the National Cadet Corps, India.
- Play the Spanish guitar.

Shiba Nemat Nasser

From: Sohanya Welikala [sohanya@sloan.mit.edu]
Sent: Monday, March 10, 2008 12:44 AM
To: gangulys@MIT.EDU
Subject: recommendation for DMD TA position

Dear Sir/Madam,

I would like to recommend Saptarshi Ganguly for a TA position for DMD. He is one of the most knowledgeable peers in my class on this subject matter. His engineering background has given him outstanding data modeling and other quantitative skills and I can guarantee that his expertise is equivalent to or better than that of a PhD student in DMD.

As a teacher, he is nothing less than brilliant. He has explained the DMD material to me in a way that was easily understandable and applicable. I still seek his guidance today and will continue to do so if I have any questions that relate to data modeling or decision making. He is patient, committed and is extremely articulate. He is the best tutor for DMD that I have found on campus thus far.

I highly recommend him for a DMD TA position and have no doubts that he will do a stellar job. Please do not hesitate to ask me if you have further questions.

Regards,

Sohanya Welikala

Shiba Nemat Nasser

From: pranavatmit@gmail.com on behalf of Pranav Garg [pranav.garg@sloan.mit.edu]
Sent: Monday, March 10, 2008 1:04 AM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: GargPranav_R.pdf

Hi,

I would like to apply for the DMD TA position. I have always enjoyed learning and then sharing my understanding with people around me. Starting from my grade 8, I was the the mathematics tutor of my school. During my undergraduate I consistently helped my friends with mathematical subjects like calculus, statistics and even "Principles of communication" that ruthlessly used "Random Functions"

Now I would like to use my knowledge of DMD and capability to teach to help 2010 batch students. TA ship will also be a good opportunity for me to develop friendship with the new class.

Incidentally I also got A+ grade in DMD last semester.

Thank you,

Pranav.
MBA 2009| MIT Sloan School of Management,

PRANAV GARG
70 Pacific Street, #414
Cambridge, MA 02139
617-301-0901
pranav.garg@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- Co- President, South Asian Business Club
- Co-organizer of the 2008 India trek with 47 students and budget of \$150,000
- McKinsey Scholarship finalist (In final 11 among 350 Sloan students)
- GMAT: 750, GPA 4.8/5.0

INDIAN INSTITUTE OF TECHNOLOGY

Bachelor of Technology, Electrical Engineering

Kanpur, India
1999 - 2003

- Ranked in top 0.25% in IIT entrance examination (290 out of 112,000)
- Interned at Technical University of Dresden, Germany. Published and presented a paper on CDMA technology
- Winner of the Stock Market Competition in 2000 and the Marketing Strategy Competition in 2003
- Student senator in 2000 and 2003, established student committees to increase student participation

INVESTMENT EXPERIENCE

- Generated a 170% return in 1 year compared to benchmark return of 35%
- Managed personal portfolio, investments based on the macroeconomic fundamentals of the industry, management depth of company and valuation of the stock
- Investments in education, infrastructure and mining sectors

PROFESSIONAL EXPERIENCE

IDISCOVERI EDUCATION

Social enterprise with the goal of impacting two million children in the next five years

Gurgaon, India

Senior Associate

2006 - 2007

- Led sales of product, resulting in 10 new prospective clients and closed two deals worth \$1M in one month
- Worked in four member team to develop a product to appoint franchisees to spread iDiscoveri model of education
- Modeled financials of the product, producing yearly cash flows and IRR for multiple scenarios

ITC LTD

India's largest consumer goods company, with annual revenue of \$3.5B and market capitalization \$17B

Kolkata, India

Head of Manufacturing Department

2005 - 2006

- Allocated and monitored the budget of the factory of \$20M to keep the budget variance less than 2%
- Managed \$400M cigarette manufacturing department with 300 workmen and 11 managers
- Worked with cross functional teams to finish five capacity expansion projects in time without affecting production
- Reorganized 20 cross-functional teams with the objectives of developing strong leaders and increasing productivity. As a result, five team leaders were promoted in an extremely short period and productivity increased more than 5%
- Mentored trainee to optimize tobacco conveying, leading to 50% reduction of energy consumption. Convinced peers across all ITC factories to replicate the system with capital outlay of \$2M

Head of Maintenance Department

2004 - 2005

- Optimized inventory management system to reduce 70% stored inventory and increase service level to 99%
- Developed a model to monitor major waste components and supply quantity at the machine level, creating most efficient unit in material utilization across all Tobacco factories in the world

Management trainee

2003 - 2004

- Led a team of peers to model the real capacity of all manufacturing line equipment, changing management decision to save company \$2M

ACTIVITIES

- Dancing (Salsa), Sailing, Skiing
- Active contributor to Akshay Patra (children midday meal program in India)

Shiba Nemat Nasser

From: Patrick Donigan [pdonigan@MIT.EDU]
Sent: Monday, March 10, 2008 1:04 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Patrick Donigan Resume.pdf

Ms. Shiba Nemat-Nasser

I would like to apply for the DMD TA position for Fall 2008. I found DMD to be one of the most interesting and impactful classes of the fall core. I firmly believe that in the business world data availability will continue to increase, and therefore the ability to utilize and interpret those data as taught in DMD is a critical skill for future business leaders. I am excited about the opportunity to share this enthusiasm as a DMD TA this fall.

In addition to my excitement about the position, I feel that I am particularly qualified to be a DMD TA. I come from a strong analytic and quantitative background as both an Information Systems major and a strategy consultant. As an undergraduate student, I took both statistics and database classes that taught many of the same principles as DMD, which I was then able to apply as a consultant. For almost 2 of my years as a consultant I ran a pilot grocery store loyalty program. The purpose of the pilot was to determine whether or not the data gathered justified the expense of the program. In particular, I created various models and presentations demonstrating the power of customer data. This included data mining and regression analysis with heavy use of Excel and SQL Server. I plan on continuing this path of customer data analytics this summer as a Market Intelligence intern at IBM.

I have also demonstrated my qualifications to be a TA academically. In addition to receiving an A+ in DMD, I had A's in other relevant classes such as Communications and Economics. My teaching experience includes running workshops and acting as a coach while a consultant and teaching percussion and Mandarin Chinese as part time positions while a undergraduate student.

These qualifications and the attached resume demonstrate my ability to succeed as a DMD TA. I look forward to the opportunity further demonstrate my ability and enthusiasm for the subject in an interview.

Thank you,

Patrick Donigan
MIT Sloan School of Management
MBA Class 2009
Cell: 617-733-9192
E-mail: pdonigan@sloan.mit.edu

PATRICK DONIGAN

30 Second Street #2
Cambridge, MA 02141
617-733-9192
pdonigan@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007-Present

- Co-lead of the 2008 Tech Trek, a trip for MIT Sloan MBA students to visit high tech companies in the Seattle area
- Member of the MediaTech, MoMIT, Innovation, and Marketing clubs
- Active in Intramural Sports

BRIGHAM YOUNG UNIVERSITY, MARRIOT SCHOOL OF MANAGEMENT

Provo, UT

B.S. Information Systems, Music Minor

2001-2004

- 3.86 GPA, Cum Laude
- Senior Project: developed a marketing strategy for the launch of a document management program for a software company

EXPERIENCE

THE MONITOR GROUP

Cambridge, MA

Management consulting firm serving Fortune 500 companies and focusing on growth strategy

2004-2007

Member

- Led a cross-functional client team of 18 to create the marketing and launch plan for a heart failure device expected to increase revenues by \$50 mm
- Trained executive team of a multi-national printing device company on sales and marketing best practices
- Managed recruiting relationship with Brigham Young University

Associate

- Increased year-on-year revenue growth from -4% to 12% for a target segment by planning, implementing, and evaluating the results of an advertising program for a grocery retailer with revenues over \$11 bn
- Evaluated competitors and potential partners to create an innovative website for a financial services company
- Earned management responsibilities within first year

MADKEY INTERNET CORPORATION

Provo, UT

MadKey Internet, a start up internet corporation, provided point-to-point wireless internet to business parks and multi-dwelling units where broadband services were otherwise limited

2002-2004

CFO

- Established MadKey while a full time student. The company later sold for \$2.9 million
- Facilitated debt financing and managed cash flow for the company
- Evaluated and approved new projects to determine financial worth and feasibility

Church of Jesus Christ of Latter-day Saints

Singapore

Volunteer Missionary, District Leader

1999-2001

- Directed six to eight full-time volunteers, monitored their progress, and gave weekly motivational training presentations on principles of teaching, persuasion, conflict resolution, and time management
- Prepared and taught daily lessons and presentation for new and prospective church members in Mandarin Chinese

ACTIVITIES

Community Leadership

- Current president of the local church youth organization helping young people better their lives and prepare for college
- Organized the social involvement summit for Inspire, a national volunteer organization that provides management consulting advice to non-profit organizations
- Eagle Scout

Personal

- Collegiate state champion marimba player
- Sports fanatic, enjoy playing soccer, tennis, skiing, and snowboarding
- Conversational in Mandarin Chinese

Shiba Nemat Nasser

From: urimariash@gmail.com on behalf of Uri Mariash [mariash@MIT.EDU]
Sent: Monday, March 10, 2008 1:38 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Uri Mariash-resume.doc

Ms. Shiba Nemat-Nasser,

Please accept my application for the DMD TA position.

I believe that becoming a TA in DMD next year will provide me with a great opportunity to meet first year students. I like teaching and the fact the Sloan enables second year students to become TA was one of the reasons why I came to Sloan. Moreover, I believe that my technical background as well as my experience in engineering will help me to be a successful TA.

My past experience includes almost two years of experience as a high school math teacher and I also served as a mentor for freshman students in Linear Algebra, Calculus and Physics during my senior year.

On Thu, Mar 6, 2008 at 11:12 AM, Anna Piccolo <apiccolo@mit.edu> wrote:
To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "DMD TA Position" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:
Subject: DMD TA Position
to: dmd_ta@MIT.EDU

--

Uri Mariash
MBA Class of 2009

Sloan School of Management
Massachusetts Institute of Technology
Cell: +1-617-894-8136
Email: mariash@mit.edu

URI MARIASH

224 Albany Street Apt. 313
Cambridge, MA 02139
617-894-8136
mariash@mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-present

- Member of the General Management Club and the Management Consulting Club
- Panel Manager, MIT Venture Capital Conference. Co-organized the Clean Energy panel

TEL AVIV UNIVERSITY

Master of Science in Biomedical Engineering

Tel Aviv, Israel
2005-2007

- Worked full-time throughout program and graduated with honors
- Mentored Undergraduate students in Calculus and Physics

TEL AVIV UNIVERSITY

Bachelor of Science in Electrical & Electronics Engineering

Tel Aviv, Israel
2000-2004

- Captain of the Varsity Soccer Team
- Tutored high school students from difficult backgrounds as part of a volunteers program

EXPERIENCE

ISRAELI DEFENCE FORCE, INTELLIGENCE CORPS

Senior Project Officer/Team Leader, Lieutenant

Israel
2005-2007

- Led a \$3M project to develop a new technological system, from negotiation with the customers through deployment, achieving 25% reduction in manpower requirements
- Managed a team of 5 junior engineers in developing and installing systems for outside customers
- Negotiated a cross-divisional project with outside customers and presented project recommendation to senior officers, securing approval of \$150K budget
- Developed a new departmental training course for 30 trainees: prepared the syllabus, invited lecturers and supervised the course, leading to a 50% reduction in training time
- Awarded best lecturer out of 15 officers in training course for newcomers to unit
- Coordinated volunteer tutoring program that matched soldiers with at-risk students from a local high school, leading to a 20% increase in volunteers

Project Officer, Lieutenant

2004-2005

- Analyzed a problem in an intelligence system, directed defense contractors and academic community to implement solution, achieving 30% improvement in system's capabilities
- Initiated development of a technological solution to add external features to an existing system, increasing effectiveness of the systems by 20%
- Collaborated with 20 customers and 3 internal teams to define technical requirements for upgrades to an intelligence system, achieving 10% increase in performance
- Mentored a teenage immigrant in a joint program with the Tel Aviv city, achieving a 25% improvement in student's grades

ALH LOD HIGH SCHOOL FOR ARTS AND SCIENCES

Math Teacher/Staff teacher

Lod, Israel
2002-2004

- Taught supplementary math classes to small groups of students, leading to a 10-point average improvement in students' math grade
- Led outreach project to local Ethiopian Community, resulting in enrollment of first 5 Ethiopian-Israeli students in ALEH Lod
- Promoted to Staff Math Teacher, responsible for two 9th grade classes, consisting of over 60 students
- Worked with the math department head and other senior staff teachers to develop testing material to improve academic achievements

ADDITIONAL INFORMATION

- Fluent in Russian and Hebrew, born in and lived eight years in Ukraine (0-8). Traveled frequently to Russia
- Enjoy playing soccer (captain of the local youth and junior professional team, 1996-2000), tennis and basketball
- Authorized to work in the United States, permanent resident card holder

Shiba Nemat Nasser

From: Rick LaPointe [rick@sloan.mit.edu]
Sent: Monday, March 10, 2008 2:14 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: RLrsme.pdf

Please accept my application for the position of DMD TA. My resume is attached.

I feel that I am qualified for this position because I have a strong quantitative background and experience tutoring in a very similar environment to the TA position.

Strong quantitative background: As an undergraduate, I majored in computer science and minored in mathematics. I managed a department at a software company for three years, during which I relied heavily on metrics and quantitative analysis to lead my group to success. I scored a 760 on the GMAT, and while at MIT Sloan, I earned an A in DMD.

Experience tutoring: While I was an undergraduate, I was an official calculus tutor for two years in my school's work-study program. This experience involved sitting through the classroom periods and then helping students with any questions they had after class. Although this experience most closely matches with the TA position, I also tutored students one-on-one throughout my undergraduate and graduate careers.

Recommendation from one of my core teammates, Ryan Carag: "I highly recommend Rick as a TA for DMD. During the core, Rick demonstrated a very high level of quantitative abilities. Rick was extremely helpful during group study sessions and made it a point to ensure the team understood key concepts in the course. This included taking the time to go over concepts on the whiteboard with the team or to go over practice problems on a one-on-one basis. A specific example was during the linear and non-linear optimization exercises where Rick helped clarify a number of points regarding shadow prices."

I believe I can add a lot of value to the classroom experience of next year's DMD students, particularly by helping them understand material - whether they are experienced in quantitative methods or seeing the material for the first time.

I look forward to hearing from you about this opportunity. Thanks in advance for your time.

- Rick

Rick LaPointe
MIT Sloan Class of 2009
rick@sloan.mit.edu
617-680-5006

RICK LAPOINTE
329 Harvard St Apt 25
Cambridge, MA 02139
617-714-4664
rick@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009, focusing on entrepreneurship

2007-Present

- Organizer of Entrepreneur Showcase, MIT VC Conference (Venture Capital & Private Equity Club)
- VP of Speakers, MIT Sloan Sales Club; VP of Vintner's Club; Entertainment, Media & Sports Club member
- Active member of MediaTech, and TechLink Clubs and MIT Enterprise Forum of Cambridge
- GMAT: 760 (99th percentile)

FITCHBURG STATE COLLEGE

Fitchburg, MA

BS in Computer Science, Minor in Mathematics (Magna Cum Laude)

1996-1999

- Earned a seat on the City Council in Fitchburg, a city of 45,000 residents with a \$70MM budget, becoming the youngest elected official in Massachusetts

EXPERIENCE

PCI CORPORATION (ACQUIRED BY WOLTERS KLUWER)

Boston, MA

Entrepreneurial software company with 150 employees that helps financial institutions comply with lending regulations

Manager of Technical Support (2004-2007), Senior Technical Support Engineer (2002-2004)

2002-2007

- Managed support department to enable 91% of callers to reach a live agent within 30 seconds or less. Response rate led to 95% customer satisfaction in 2007 survey (62% gave highest rating).
- Restructured department to add support for five new products while reducing headcount 50% over a three year period. Promoted 11 employees out of department based on superior performance and company needs.
- Directly impacted bottom line by keeping departmental costs under budget by 8% from 2005-2007.
- Completed more than 20 software implementations with most important customers, including financial institutions such as Countrywide, CitiBank, and Washington Mutual. Successful projects led to promotion.

CAMPAIGN TO ELECT MATT KINNAMAN TO U.S. CONGRESS

Lee, MA

Field Director

2002

- Directed field operations for congressional campaign; recruited and managed more than 40 volunteers.
- Organized events such as 4th of July parade and town meetings to raise candidate's name recognition.
- Earned an advisory role in other areas of the campaign because of ability and experience, influencing overall strategy, media, fundraising, and get-out-the-vote efforts.

LIFECARE TECHNOLOGIES, INC.

Clearwater, FL

Developer of clinical software for hospitals and other acute care facilities

Software Engineer

2000-2001

- Led the creation of an industry-changing product – Emergency Department (ED) software that dramatically reduced charting time and increased accuracy. Designed, developed, tested, documented, and supported software.
- Successfully installed software on-site at the third busiest ED in the nation. Gained trust of first customer, persuading them to embrace new methodology - software vs. written charting.

RAYTHEON ELECTRONIC SYSTEMS

Bedford, MA

Software Engineer

1999-2000

- Designed software for U.S. Navy project - a ship-based radar used to detect, track, and destroy incoming missiles.
- Left Raytheon to pursue an excellent opportunity in an entrepreneurial environment.

PERSONAL

- Long-term goal: serial entrepreneur in the internet / mobile space
- Former rugby player and coach, winning a New England tournament championship in team's second year
- Committed to visiting seven new countries before graduation
- Ordered caviar for the first time in June 2007; a repeat of this interesting experience is planned

Shiba Nemat Nasser

From: Eric L Zacharek [zacharek@MIT.EDU]
Sent: Monday, March 10, 2008 5:13 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Zacharek Eric Resume.pdf

Dear Ms. Shiba Nemat-Nasser,

I am pursuing the role of DMD TA for three main reasons. First, I truly enjoy helping others understand topics that they find difficult. During my undergraduate studies I was a TA for three Computer Animated Drawing classes and found it very rewarding. I have also taught Continuous Improvements principles both internally at my last employer, but also to 100 professionals at a national lean manufacturing conference.

Second, I appreciate the level of detail behind what I learned in DMD this past semester. Although I learned many of the formulas used in my undergraduate engineering education, I did not fully understand the concepts behind them. In my professional career many people tried to apply statistical tools without understanding what they meant. The DMD class gave me an opportunity to learn the concepts behind the formulas making them more relevant for my future career. I would show this appreciation by paying it forward to the next class of students as a TA.

Third, the position provides a great avenue for me to meet the incoming class of first-year students and shape their Sloan experience.

Thank you very much for your consideration, I look forward to hearing from you soon.

Best regards,
Eric Zacharek

Eric L Zacharek
MBA Candidate
Class of 2009
MIT Sloan School
of Management

ERIC LAURENCE ZACHAREK

403 Marlborough Street, No. 8

Boston, MA 02115

(617) 388-5067

eric.zacharek@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA

2007-Present

- Member of General Management, Finance and Leadership Clubs
- Vice President Management Consulting Club
- New Sector Alliance Spring Case Team
- Upcoming Summer Internship – Summer Associate McKinsey & Company
- GMAT 750

BOSTON UNIVERSITY

Bachelor of Science, Manufacturing Engineering, Magna Cum Laude

Boston, MA

1997-2001

- Teaching Assistant for three Computer Aided Drawing courses

EXPERIENCE

ASPECT MEDICAL SYSTEMS

Norwood, MA

Medical device manufacturer of brain monitoring systems that ensure proper dosage of anesthesia

Manufacturing Manager

2007

- Managed team of thirty operators, three technicians, and two supervisors utilizing \$4M in capital equipment to manufacture \$70M of product annually
- Developed new employee feedback system that increased operator implemented improvements over 150%
- Led cross-functional teams through continuous improvement events that eliminated 55% of consumables and increased throughput by 10%
- Presented lean manufacturing strategy to 100 professionals and executives at national professional conference

Production Manager

2005-2006

- Improved operator efficiencies over 18% by leading implementation of lean manufacturing principles
- Coordinated logistical, layout, scheduling and qualification activities for operations department during corporate headquarters move exceeding employee satisfaction goal with 92% rating
- Analyzed requirements and gained executive team approval to create a second shift to meet 25% annual growth

Senior Manufacturing Engineer

2003-2005

- Served as Acting Director of Manufacturing on two occasions for four months each while Director was on leave
- Honored with company's annual Above and Beyond Award for outstanding performance while Acting Director
- Collaborated with Marketing, Engineering, Quality and Regulatory as manufacturing project manager for launch of three new products that allowed company to enter pediatric and low cost international markets
- Coordinated outside vendors as Project Manager for the introduction of two new production lines that doubled capacity

Manufacturing Engineer

2001-2003

- Reduced machine stoppages and scrap 80% by evaluating and redesigning automated equipment stations
- Increased operator efficiency 91% by analyzing and reorganizing production workflow

Fraunhofer CMI

Boston, MA

Engineering firm dedicated to scaling up cutting edge research into working technologies for industrial clients

Engineering Intern

1999-2001

- Created and delivered presentation to win a contract from Fortune 500 specialty chemical company
- Wrote successful proposal to develop high throughput DNA array synthesis system for top academic institution

TRAINING AND INTERESTS

- Young Professionals of the Boston Public Library, volunteered to mentor high school students
- Certificate in Lean Manufacturing, Six Sigma Green Belt
- Member of University Club of Boston
- Squash, Golf, WWII History

Shiba Nemat Nasser

From: Irem Oguz [irem@sloan.mit.edu]
Sent: Monday, March 10, 2008 7:05 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Irem.Oguz___resume-dmd.doc

Dear Ms. Shiba Nemat-Nasser,

Attached is the electronic copy of my resume and below is my application statement.

I very much look forward to the possibility of being a DMD TA because I enjoy interacting with people and especially helping them to achieve their best. I can simplify difficult concepts and communicate with a large audience very effectively as I have done in my undergraduate TAing experience to sophomores. On a personal note, the content of DMD was very enjoyable to learn and both concepts; such as expected value and tools for decision making; such as sensitivity analysis that I learned were very useful both for my interviews and current courses this semester.

Adding to my enthusiasm to be a DMD TA, I also have the academic competencies for it;

Quantitative background: I have successfully completed a B.S. in manufacturing systems engineering (2nd in program) and a minor in math which are both quantitatively heavy programs. My internship projects in Turkcell on revenue/cost and profitability also involved using Excel, spreadsheet-based software packages and quantitative analyses.

TA experience: I was a teaching assistant for two different courses in my undergraduate institution and have received high appraisal from both students and the instructor and on satisfaction survey metrics.

Thank you for your time,
Best Regards,
Irem Oguz.

IREM OGUZ
70 Pacific Street Apt:912
Cambridge, MA 02139
(617) 308 72 08
irem@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-Present

- Managed client relationships in MarketLab team project, designed the nationwide co-marketing strategy for a national fast foods company and major airlines carrier
- Vice President of the General Management Club, duties include contacting executives to coordinate speaker series
- Senator representing cohort, and Officer of Student Activities Board (Director of Talent Show), elected positions
- Vice President of the European Club, Co-Director of leading cultural event, administered a budget of over \$10,000
- Active Member of the Management Consulting Club, Member of Sloan Women in Management

SABANCI UNIVERSITY

Bachelor of Science in Manufacturing Systems Engineering, Minor in Math; July 2007

Istanbul, Turkey
2003-2007

- Ranked 2nd out of 95 in department, graduated with high honors (GPA 3.91/4.00)
- Founder of the "First International Management and Industrial Engineering Summit," hosted 130 guests and speakers representing 6 countries and received the "Extracurricular Activities Award" in recognition of its success
- Co-President of the Manufacturing Systems Engineering Society, grew membership by 25%
- Ranked 363 out of 1.5 million students in the annual nationwide university entrance examinations in 2003, received the Sakip Sabanci High Honor Education Scholarship
- Awarded 1st place in university-wide Philip Morris Case Competition for development of market entry strategy

EXPERIENCE

SABANCI UNIVERSITY

Teaching and Project Assistant

Istanbul, Turkey
2005-2007

- Conducted recitations for 70-student classes for the Introduction to Manufacturing Systems course
- Led course involving 10 students competing in the "Marketing a Web Editing Software to Students" project

UNILEVER

Brand Management Intern

Istanbul, Turkey
Summer 2006

- Developed promotional campaign to be implemented during Sunsilk re-launch in Turkey and built an innovative forecasting model that projected campaign to increase market share by 1%
- Presented innovative initiatives to complement the Sunsilk product line's repositioning strategy in the Turkish market based on analysis of market trend data, competitive landscape and consumer preferences
- Led project to procure hair analysis machines; found supplier in Thailand, led customization of software, negotiated contract; project launched into a pilot program in 3 flagship retail outlets
- Managed a team of 12 to promote Sunsilk in an 18-city national campaign leading to 5000 consumer impressions
- Analyzed the competitive landscape to benchmark the online presence of competitor brands and constructed a response strategy, resulting in central recommendation being implemented by the marketing team in March 2007

Campus Trend Manager

March-May 2007

- Advised HR associates and developed recommendations on attracting human capital upon analysis of market research data, resulting in the "Bizztrip Unilever" recruitment activity for universities in Turkey

TURKCELL

Turkey's leading mobile telecommunications operator, 32 million users and 20,000 employees

Istanbul, Turkey

Customer Analytics/Marketing Intern

Summer 2005

- Examined firm's yearly expense patterns to identify outliers and presented findings to senior management
- Analyzed profitability for major consumer segments; data used to guide upcoming promotional campaigns

ACTIVITIES & INTERESTS

- Volunteered as team lead and mentor in Sabanci University's after school program for underprivileged elementary and high school students in Istanbul and eastern regions of Turkey
- Modern dancing enthusiast, initiated and led the first performance of the Modern Dance Group at Sabanci University and performed in various festivals
- Fluent in Turkish, basic knowledge of German
- Enjoy recreational tennis and swimming
- Hopeless cook of Turkish delicacies

Shiba Nemat Nasser

From: marciocohen@gmail.com on behalf of Marcio Cohen [mcohen@sloan.mit.edu]
Sent: Monday, March 10, 2008 10:34 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Resume.pdf

Dear Ms. Shiba:

I would love to be considered for the DMD TA position. There are three main reasons that make this opportunity so compelling for me:

First is the fun and pleasure of helping students from different backgrounds to better understand quantitative concepts.

As an owner of private high schools in Brazil, I have been teaching an average of 20 hours a week for the last ten years. My experience ranges from teaching students with limited analytical experience to students participating in international math competitions.

Second is the potential to interact more with the faculty members and PhD students of the outstanding Operations Research department at MIT.

Having completed my Masters in the Pure and Applied Institute of Mathematics in Brazil, I felt naturally interested in academia at Sloan. In particular, I really enjoyed talking with students such as Karima and Ruben about what they are studying in their PhD programs.

Finally, DMD was a great subject in the sense that it linked quantitative concepts with real world business applications. In my experience running my own businesses and working with an Asset Management company in Brazil, I understood the value of translating mathematical ideas into business applications. DMD definitely helped me to do it better, and I would love to now help other students develop this skill.

I am looking forward to the opportunity of interviewing for this position.

Sincerely,
Marcio Cohen

MARCIO COHEN

70 Pacific Street
Cambridge, MA 02139
(617) 417-2542
mcohen@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007 - Present

- Recipient of \$25,000 business school scholarship granted by Estudar Foundation to top ten Brazilian students.
- GMAT: 750. Relevant classes: DMD (A+), Finance 1 (A+), Microeconomics (A+), Communications (A-)
- Summer internship at Citigroup Investment Banking Division (starting in June, 2008)

INSTITUTE OF PURE AND APPLIED MATHEMATICS

Rio de Janeiro, Brazil

MS in Mathematical Methods in Finance

2005 - 2006

- Received full scholarship from Brazilian Ministry of Education, granted to top 20 students in national exam.
- Completed MS while working full time at Pensi.

MILITARY INSTITUTE OF ENGINEERING

Rio de Janeiro, Brazil

BS in Telecommunications Engineering

1999 - 2003

- Top student among 17,000 in national exam for graduating engineering students.
- 2nd prize in 2003 International Mathematics Competition for University Students
- 1st place in 2002 IberoAmerican Mathematical Olympiad (Rio de Janeiro, Brazil)

Cluj Napoca, Romania

EXPERIENCE

OPPORTUNITY ASSET MANAGEMENT

Rio de Janeiro, Brazil

Current portfolio of \$5bn.

External Consultant

2006 - 2007

- Analyzed stock funds outflows and developed financial models to estimate losses resulting from negative press.
- Collaborated with lawyers, accountants and portfolio managers to create legal documentation for litigation.

PENSI HIGH SCHOOL

Rio de Janeiro, Brazil

Private high school with 2,500 students in six branches specialized in preparation for university admission exams.

Partner; Founder and CEO of two branches

2004 - 2007

- Raised \$200k from investors to open two new units.
- Managed 100 employees and over 1,000 students in two different branches.
- Increased one branch annual revenues from \$125k to \$1mm in four years by implementing bonus program.
- Coached student who eventually became 1st among 60,000 in Rio de Janeiro Federal University admission exam.
- Collaborated with CEOs from all branches to design and implement managerial guidelines.

Mathematics Teacher (part time)

2000 - 2003

- Elected by students as best teacher in the school for two consecutive years.
- Co-authored math book for students preparing for university admission. Sold 1,000 copies in 16 Brazilian states.
- Invited for three consecutive years to lecture for the Brazilian IMO (International Mathematics Olympiad) team.

SANTANDER BANK

Sao Paulo, Brazil

Internship in Proprietary trading (part time)

Summer, 2003

- Designed quantitative models to trade on Brazilian bond market.
- Gained insights on Brazilian financial markets during their recovery from 2002 internal recession.

OTHER

- Head coach for Brazilian national team in 2006 International Mathematics Competition
The team achieved three first prizes, the best Brazilian result ever.
- Table tennis: former member and competitive player in Rio de Janeiro Table Tennis Federation.
- Bilingual: native Portuguese and fluent English speaker.

Odessa, Ukraine

Shiba Nemat Nasser

From: Elizabeth Magruder [ebm8@MIT.EDU]
Sent: Monday, March 10, 2008 11:04 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Resume - E Magruder.doc

Hello Shiba,

I am writing because I am enthusiastic about the opportunity to serve as a DMD TA in Fall 2008. The primary reason I am interested in this position is that I really enjoyed my DMD class as well as my undergraduate classes in statistics and econometrics. I thought the best part about DMD was the ability to take mathematical concepts I was familiar with and apply them to solving business problems. I also enjoyed that the deliverables were often memos which reiterated the real world application of these quantitative methods. I welcome the opportunity to share insights on a topic I enjoyed with others.

I am also interested in the DMD TA position because I enjoy opportunities to teach and to continue to develop my presentation skills. I have previously worked as a teacher and tutor in GMAT prep. I particularly enjoyed helping my students understand not only the questions at hand, but empowering them with tools to solve similar problems in the future. It was rewarding to be a part of smoothing the road ahead for someone who is in a place where I was not so long ago. I imagine the experience as a core class TA will require similar skills in presenting as well as relating and mentoring. It would be an honor to serve in such a capacity for the Class of 2010.

Please find attached my resume. If you have any questions, please do not hesitate to contact me.

Thank you very much for your consideration.

Sincerely,
Elizabeth

Elizabeth Magruder
MIT Sloan School of Management
MBA Candidate, Class of 2009
emagruder@sloan.mit.edu

ELIZABETH B. MAGRUDER

43 Joy Street, #3

Boston, MA 02114

202-423-3432

emagruder@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA

2007 - Present

- Elected Co-President of the Sloan Activities Board
- Co-President of Retail and Consumer Goods Club, Member of Marketing Club and Innovation Club
- Developed a customer loyalty and rewards program for Dunkin' Donuts in a MarketLab consulting project
- GPA: 5.0/5.0, GMAT: 780

GEORGETOWN UNIVERSITY

Bachelor of Science, Mathematics and Economics

Washington, DC

2001 - 2005

- Mathematics GPA 3.8/4.0, *cum laude*
- Completed Economics Thesis: *Free Riding and Restaurant Tipping*

UNIVERSITY OF NEW SOUTH WALES

Georgetown University Study Abroad Program

Sydney, Australia

2003

EXPERIENCE

THE PUBLIC FORUM INSTITUTE

A non-partisan, not-for-profit organization devoted to promoting public discourse.

Washington, DC

Vice President (Promoted from Project Manager and Project Associate)

2005 - 2007

Strategic Insights

- Spearheaded planning and execution of the inaugural Entrepreneurship Week USA, a nationwide initiative to encourage entrepreneurship and innovation among Americans aged 14-25
- Conceptualized and led implementation of global innovation challenge with over 400 participants from 12 countries
- Developed initial strategic design and marketing plan of the 2008 Global Entrepreneurship Week
- Designed and organized 15 public meetings for 100-400 attendees each as part of a \$2M government health care initiative. Conducted extensive grassroots marketing, developed agenda strategy, and coordinated teams in each location
- Analyzed market research, both quantitative and qualitative, to compose individual meeting reports proposing desired health care system improvements

Client Relationships and Communication

- Cultivated strategic relationships with the over 1,300 Entrepreneurship Week partner organizations in all 50 states
- Forged strategic alliances with large national organizations focused on youth, entrepreneurs, and entrepreneurship education
- Managed client relationships with initiative sponsors: Ewing Marion Kauffman Foundation, *The New York Times*, and *Inc.* magazine
- Managed logistics for cross-functional internal planning team of 15
- Created email and online marketing campaign generating over 400K participants in Entrepreneurship Week activities
- Solicited media coverage of Entrepreneurship Week activities to promote event to over 21M viewers
- Edited and synthesized final recommendations on health care policy from the Congressionally mandated Citizens Health Care Working Group to the President of the United States and Congress

Leadership and Teamwork

- Trained and managed multi-functional team of six responsible for assisting Entrepreneurship Week partner organizations with designing and hosting local activities
- Led teams responsible for development and implementation of three media-centric official events designed to engage opinion leaders, brand name entrepreneurs and policy makers

OUTSIDE INTERESTS

- Mentored an inner-city high school senior through the Hoop Dreams Scholarship Fund program
- Taught GMAT prep to over 45 students
- Enjoy reading and adventure traveling, including SCUBA diving, sky diving, and white water activities

Shiba Nemat Nasser

From: yaarsch@gmail.com on behalf of Yaar Schnitman [yaar@sloan.mit.edu]
Sent: Monday, March 10, 2008 11:47 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position

Dear Ms. Shiba Nemat-Nasser,

My name is Yaar Schnitman and I'm a first year MBA student at Sloan. I'm very excited about the prospect of being a TA in the DMD course and contribute to Sloan's excellent teaching program of quantitative methods.

I have extensive hands-on experience in quantitative methods that I hope to share with the students. In addition to my degree in Computer Science, my experience includes research of artificial intelligence, design of business intelligence systems and implementation of quantitative approaches in market analysis. This semester I'm taking the DMD II (The Edge) course and I'm involved in data-mining projects at MIT's MediaLab and the 100K competition.

My teaching experience includes content creation, presentations and mentoring:

- Pando Networks: Mentored three software developers for six months.
- Backweb Technologies: Created and presented a five days software language training to 100 members of company's sales engineering group in Canada and the US.
- Israeli Intelligence Corps: Designed and hosted a two weeks Excel and SQL workshop. Created and presented tutorials for new information systems.

After speaking with Karima Nigmatulina, I believe I will be a good fit for the role.

I appreciate your consideration.

Sincerely,

Yaar Schnitman
MIT Sloan School of Business
MBA Class of 2009
yaar@sloan.mit.edu
646.275.0303

Shiba Nemat Nasser

From: Yongrui Fan [yongrui@MIT.EDU]
Sent: Tuesday, March 11, 2008 12:49 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Fan Yongrui.pdf

Dear Ms. Shiba Nemat-Nasser,

I would like to apply for the DMD TA Position. I think I would be a great DMD TA. From the theory aspect, I have a bachelor's degree in mathematics with emphasis in statistics. From the application aspect, as an Economic Litigation Consultant, I applied a lot of the methods learned in class in daily tasks.

At Cornerstone Research, I had the opportunity to lead various training sessions for analysts and associates. Some of these sessions were very theoretical and others were very practical. Although incomparable to college courses, I was very successful in teaching math to first through sixth graders in Hope Chinese School and I have been helping friends in mathematics since middle school.

Furthermore, I have excellent Excel skills. Quite a few students have asked me for training sessions.

I would really like to become a TA for DMD because it is a subject that I have deep interest in and truly believe I can add value to for MBA students.

Thanks for your time and consideration.

Regards,

Yongrui Fan

MIT Sloan School of Management 2009

301-326-3482

yfan@sloan.mit.edu

YONGRUI FAN
167 Cherry Street
Cambridge, MA 02139
(301) 326-3482
yfan@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- Finance Club; Asia Business Club; SWIM
- China Lab

UNIVERSITY OF MARYLAND

B.S. in Finance and B.S. in Mathematics (Statistics)

College Park, MD
2001 - 2004

- Summa Cum Laude; GPA 4.0/4.0

EXPERIENCE

CORNERSTONE RESEARCH

Washington, DC

Cornerstone is an economic and financial consulting firm specializing in complex commercial litigation.

Analyst

2005 - 2007

Analytical

- Calculated damages on a variety of financial assets including stocks, bonds, options, and mutual funds.
- Evaluated the appropriateness of valuation methodologies used for two acquisitions totaling around \$1 billion. Methodologies included multi-step DCF models and competitor based multiples.
- Assessed the validity of a proprietary valuation model for long-term electricity and natural gas forward contracts used during the California Energy Crisis.
- Supported experts in multimillion-dollar securities litigations through statistical analyses. Analyzed stock price reactions to public information and news announcements.
- Acknowledged as the primary problem solver for Bloomberg, Excel, SAS, Access, and statistics questions.

Management and Leadership

- Developed analysis programs used to allocate the \$100 million settlement awarded in a mutual fund market-timing SEC investigation. The project has subsisted three sets of analyst turnovers in the past three years.
- Led the analysis of a 200 GB trading database of a brokerage firm. The team continuously delivered high-quality work products under tight deadlines and changing client requests.
- Mentored and trained 15 junior analysts on a variety of projects. Led a team of five new analysts to produce a set of 100+ page exhibits within four days.
- Managed the development and maintenance of a proprietary database with comprehensive data on 100+ pension related securities litigations. The database was consequently used to develop a complex settlement prediction model. The data collection process involved more than 20 analysts over a two-year period.

Communications

- Interacted with firm executives to prepare audience-tailored presentations for clients, experts, jurors, and federal regulatory bodies.
- Participated in meetings with clients and experts to present analysis results and to discuss case strategy.
- Worked directly with clients to develop a methodology used to analyze 150 datasets with poor or incomplete data.
- Selected to lead a week-long orientation module for new analysts and associates. Taught several advanced training sessions on Excel and SAS Programming for both new and experienced analysts.

AMERITAS INVESTMENT CORP.

Bethesda, MD

Information Systems Intern

2001 - 2004

- Rotated through projects for various departments within the brokerage firm, including compliance, operations, and trading.

ADDITIONAL INFORMATION

- Fluent in verbal Chinese (Mandarin) and proficient in written Chinese.
- Taught first through sixth grade mathematics at Hope Chinese School.
- Volunteered for Habitat for Humanity, DC Cares, Greater Washington Servathon.
- U.S. Citizen

Shiba Nemat Nasser

From: Ilissa Schild [ilisschild@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 12:58 AM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Ilissa_Schild_Resume.pdf;ATT00397.htm

Dear Ms. Shiba Nemat-Nasser,

I am writing to express my interest in the DMD T.A. position for the Fall semester of 2008. I believe serving as a T.A. will not only provide me with the opportunity to assist first-year MIT Sloan students in enhancing their math, statistics and decision-science skills, but will also allow me to further develop my leadership, facilitation and communication skills. I have both a Bachelors and Masters of Science in Engineering and have taken extensive statistics and complex math courses in both curriculums. I have a deep grasp on the material, yet realize the varying levels of the first-year class and can therefore adapt my teaching style to the appropriate audience.

In addition, my previous job as a research engineer at General Electric Global Research allowed me to witness the practical application of such tools as linear optimization and regression. These analyses permeated my everyday job, and I therefore have a meaningful perspective on their daily utilization. As a result I excelled in DMD last semester, finishing up the course with an A.

Lastly, I was a T.A for a variety of classes at Brown University, including Computer Aided Design, Thermodynamics and Dynamics. My responsibilities consisted of office hours, homework grading and tutoring. I thoroughly enjoyed these experiences and understand both the time commitment and facilitation skills required to be successful.

I am confident that my proven math, problem-solving and communication abilities combined with my prior T.A. experience make me an excellent choice for this teaching assistant position. Thank you for your consideration of my candidacy and please feel free to contact me with any questions you may have. I look forward to hearing from you.

Best regards,
Ilissa

Please find my resume attached.

ILISSA BROOKE SCHILD

7 Myrtle Street, Apt. 1
Boston, MA 02114
(518) 258-3841
ibschild@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007-Present

MBA Candidate, June 2009 – GMAT: 710

- Created national co-marketing portfolio for Dunkin' Donuts and JetBlue and presented to management
- Developing new promotion and branding strategies as Vice President of Marketing and Communications of the Sloan Energy and Environment Club
- Leading attendee feedback and ticketing efforts for the MIT Energy Conference
- Generating sustainable and green business plan for New Orleans as co-organizer of Leaders in Service Trek
- Member of Marketing Club, Sloan Women in Management, Management Consulting Club

GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, GA
2003-2005

Master of Science, Mechanical Engineering – GPA: 3.81/4.00

- Completed through distance learning while working full time at General Electric
- Published Master's Thesis and presented to academic defense committee and professional conference

BROWN UNIVERSITY

Providence, RI
1999-2003

Bachelor of Science, Mechanical Engineering – GPA: 3.96/4.00

- Elected President of Tau Beta Pi, Engineering Honor Society, and awarded one of 38 national scholarships
- Graduated Magna Cum Laude and with Honors

EXPERIENCE

GENERAL ELECTRIC GLOBAL RESEARCH (GEGR)

Niskayuna, NY
2006-2007

Mechanical Engineer

- Led first-ever clean coal task force through nine months of planning and plant-site experiments aimed at reducing capital expenditure of future designs; received prestigious GE Management Award
- Communicated clean coal project status to GE Energy and GEGR senior management, managed supplier relationships and schedules, and assessed project scope
- Recommended to GE Aviation management a novel method of predicting aircraft engine health to increase competitive advantage in winning project bids, projected to increase revenue by several million dollars
- Initiated and completed development of analytic tool for GE Aviation to increase accuracy of service quotes
- Transitioned tool to GE Aviation by training 10+ colleagues and authoring user manual

Edison Engineering Development Program (EEDP)

2003-2005

- Demonstrated rapid learning as member of corporate rotational leadership development program through meaningful contribution to four projects in 2.5 years
- Presented regularly to management and conducted tours/demos to customers and senior management including Jeffrey Immelt, CEO of GE, to advance the visibility of a high-potential project
- Collaborated with team from Lockheed Martin to analyze the feasibility of a new joint venture between companies and became primary liaison between appropriate managers and scientists
- Generated a strategic methodology for evaluating cost, complexity and technological obstacles of hydrogen storage systems for transportation. Pitched project idea and managed \$10K budget and fast-paced schedule
- Designed and implemented focused experiments, reducing fuel costs and system weight for a novel form of advanced propulsion
- Facilitated design, construction and operation efforts among technicians, union workers and vendors as experimental spearhead of a fire safety project team
- Published two external technical papers and four internal GE technical reports
- Co-authored two patents (pending) as part of combined GE-Lockheed Martin project
- Completed GE's Six Sigma Green Belt program

ACTIVITIES

- Tap dancer for 20 years, co-captain of Brown University's tap dance ensemble, "What's on Tap?"
- Aspiring cyclist, completed first century ride in 2006 and raised \$4,500 for the Leukemia and Lymphoma Society
- Co-founder of "We C...Green," a successful volunteer group at GE aiming to reduce employees' carbon footprint

Shiba Nemat Nasser

From: Nishi Das [nishid@MIT.EDU]
Sent: Tuesday, March 11, 2008 1:00 AM
To: dmd_ta@mit.edu
Cc: nishi@sloan.mit.edu
Subject: DMD TA Position!
Attachments: DMD TA_Interest Letter_03102008.pdf; Das Nishi_DMD TA_03102008.pdf; Recommendation_NishiDas.pdf

Dear Professors Gamarnik, Levi, Perakis,

Please find my interest letter and resume attached for your perusal. I have a quantitative background since I did electrical engineering in my undergraduate course. I am very interested in this role, especially because I will get the chance to teach 1st year students.

I have attached a recommendation letter of one my classmates for your reference. Please advice if I need to furnish further details.

Thank you!

Best,
Nishi

Nishi Das
Class of 2009
MIT Sloan school of Management

March 10th, 2008
Nishi Das
MIT Sloan School of Management
Cambridge, MA 02139

Dear Professor,

I am writing to be considered for the DMD TA role in the core semester. The reasons for my interest are as follows:

- I thoroughly enjoyed the class and could relate to a number of practical applications of the tools especially the regression and simulation tools
- I am aiming to use the knowledge gained, in my future career as a consultant

I believe that I can contribute to the role because of my following skills:

- **Quantitative Background:** I have a background in Electrical and Electronics engineering. Mathematics has always been part of my curriculum and I have scored well in both my undergraduate and high school. I had a good amount of modeling in my earlier role which involved sales planning and market research.
- **Value-add to students:** I recently received the “Peer Recognition award” for launching the sales competition. Through activities in the sales club, entrepreneurship center and the sustainability lab, I have built a good understanding of the MIT resources. I can motivate students to apply DMD concepts from the perspective of planning sales in start-ups and optimizing sustainability models for big organizations.
- **Past teaching experience:** I taught GMAT level quant to students aiming for Indian business school exams in my undergraduate. At work place, I taught associates programming languages like C, C++ and hardware sizing concepts related to servers and storage devices.

I hope to have the opportunity to meet you in person and discuss on how I might be able to contribute to the class and the role. Thank you for considering my interest.

Sincerely,
Nishi Das
nishi.das@sloan.mit.edu

NISHI DAS
70 Pacific Street
Cambridge, MA 02139
+1-508-847-7044
nishi.das@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

- Recipient of “Peer Recognition Award 2007” for contributions made to the Sloan community
- Lead organizer of India Trek 2008 with a budget of \$200,000 and 50 students
- Director of Marketing & Sponsorship of Sales Competition '07 with a budget of \$15,000 and 30 participants
- VP of Sales and South Asian Club; Member of Marketing Club and General Management Club
- GMAT Score: 720

COLLEGE OF ENGINEERING GUINDY, ANNA UNIVERISTY

Chennai, India

Electrical & Electronics Engineering

1999 - 2003

- Top 10% of graduating class and Student Senator of Engineering class; Top 10% in Engineering Mathematics
- Organizer of National Symposium, with a budget of \$5000 and 40 participants

HINDU COLONY CHELLAMAL VIDYALAYA

Chennai, India

Secondary Board Exam

1997 -1999

- First in class with 95%, First in Physics (99.5%), Chemistry (98.5%) & Mathematics (98.5%) in a class of 120

EXPERIENCE

TATA CONSULTANCY SERVICES, TCS

Largest Asian Technology Services Company with \$4B in Revenues, FY06-07

Singapore

Strategic Alliance Manager & Presales Consultant, Asia Pacific

2005- 2007

- Led a team of 6 to design and launch go-to-market strategies to cross-sell and up-sell HP products worth \$8M to TCS customers and TCS services worth \$20M to HP customers
- Designed and implemented pre-sale strategy with a team of 3 for Asia Pacific resulting in 20% increase in business
- Negotiated with HP's regional heads to build a top-line revenue model for TCS, worth 5% of the \$8M target
- Scoped and facilitated two partnership deals worth \$500M for the TCS-HP alliance
- Mentored 6 associates on how to replicate the business model in other markets, thereby improving business by 10%

Chennai, India

2004- 2005

TCS Knowledge Base Lead, Tools Group & Organization Learning

- Initiated bi-annual quality and technology contests with a team of 5, resulting in 25 employees getting certifications
- Started a forum to provide tools to the organization that were reused in 6 projects, improving productivity by 5%
- Coordinated a team of 12 to analyze and restructure the knowledge base, resulting in 10% faster problem resolution
- Named as the “Star Performer” among 150 associates. Rated as a top performer each year.

Chennai, India

2004 -2005

Assistant System Engineer

- Managed a team of 6 to implement change management strategy for a \$12B global order fulfillment system
- Led analysis efforts with internal and worldwide client teams to implement automation of a global application
- Saved \$100,000 per year for customers through automation, by reducing usage of 24 man-hours per month

Chennai, India

2003 -2004

TCS Initial Learning Program

- Led a team of 5 to develop an insurance management system; improved process utilization and reduced productivity deviation by 5% with better module design
- Served as cultural coordinator for a class of 40 and organized 2 dance and debate programs during training period

PERSONAL

- Member of Vintner's club, South Asian business club and Hip-hop dance club
- Lead event organizer for the Final Certification Ceremony of the All India Cadet Corp Camp, Naval Academy; Awarded for outstanding performance
- Creative Director of college dance club. Won first place in Sarang 2001, 2002 and 2003 (Indian Institute of Technology Chennai's National dance competition)
- Fluent in English, Bengali, Oriya, Tamil, Hindi; Basic Level in German

FROM: Varun Dhanuka

TO: DMD TA Selection Committee

RE: Recommendation for Nishi Das - TA Position for Fall 2008

Dear Professor,

I am writing to recommend Nishi Das for the DMD TA position for fall 2008.

I can vouch for Nishi's abilities, not only because we belong to the same ocean but because we have worked on multiple projects both on academic and extra-curricular platforms.

Nishi clearly demonstrates exceptional capabilities:

- **Clear thinking and strong grasp of concepts:** While working on assignments with Nishi, it was clear that she had solid concepts. Further, discussions with her were very productive because she was able to communicate concepts with complete ease.
- **Helpful and responsive:** Following these assignments, she also helped people in both core teams with general concepts and problem sets on an ongoing basis. This attribute will definitely be an asset for most of the 1st year students, grappling with quantitative challenges.
- **Result Oriented:** I have personally worked with her in organizing a "Sales Competition" last semester. This was the first Intra-business school competition, judged by senior VP and Presidents of renowned companies and organized by 4 Sloanes including us. We did a fantastic job and have received the "**Peer recognition award**" for our contribution to the Sloan community. This feat would have been impossible without Nishi's excellent contribution.

Given her inherent quantitative and logical skills, her passion to achieve results and help others, I am certain that she will be a tremendous help to all the 1st year students.

Thank you.

Best,
Varun

Varun Dhanuka
Class of 2009
MIT Sloan school of Management
Email Id : varun@sloan.mit.edu

Shiba Nemat Nasser

From: David W. Teng [david.teng@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 12:02 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: DTeng Resume 071107f.doc

Ms. Shiba Nemat-Nasser,

I want to be a DMD TA because I want to have a positive impact on first year MBA's core experience. Being a DMD TA is especially appealing to me because I believe it to be one of the more important classes in the Core. I was able to gain a strong understanding of the class and its concepts and look forward to sharing that understanding with others. In addition to helping my core team last semester with DMD, I have also had prior teaching experience tutoring SAT both 1-1 and also in group settings.

Attached is my resume. Please let me know if you have any questions.

Thanks,
David

From: owner-mba09@sloan.mit.edu [<mailto:owner-mba09@sloan.mit.edu>] **On Behalf Of** Anna Piccolo
Sent: Thursday, March 06, 2008 10:13 AM
To: mba09@sloan.mit.edu
Subject: Call for Applications for DMD TA position

To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "DMD TA Position" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:
Subject: DMD TA Position
to: dmd_ta@MIT.EDU

DAVID W. TENG

100 Memorial Drive, Apt 8-19A ▪ Cambridge, MA 02142 ▪ 951.764.8773 ▪ david.teng@sloan.mit.edu

EDUCATION

MIT Sloan School of Management

Candidate for MBA, June 2009

Cambridge, MA

2007 – Present

- Elected to MIT Sloan Student Senate to represent over 740 students
- Member of Finance Club, Sales Club, and Innovation Club
- GMAT: 720, GPA: 4.83/5.0

University of California, Berkeley

Bachelor of Arts, Computer Science

Berkeley, CA

1999 – 2003

- Vice President of Alpha Kappa Psi Business Honors Fraternity

WORK EXPERIENCE

Keystone Strategy, LLC

Consultant – Technology Practice (promoted from Analyst)

South San Francisco, CA

2005 – 2007

- Advised senior executives on potential takeover targets in the \$8B storage software industry
- Analyzed cost structure, pricing model, SKU mix strategy, and product portfolio to create market entry plan for client's \$100M business unit
- Modeled product comparison framework as part of competitive analysis among five enterprise software applications
- Estimated customer demand and revenue by interviewing ten channel partners to create senior management approved five year business plan for \$3M operating unit
- Calculated business and marketing metrics by executing over 25 customer surveys
- Managed partnerships with key suppliers for successful launch of \$2M marketing campaign for Fortune 100 software company
- Pitched and won follow on projects totaling \$500K

KMM Music Corporation

Founder and Sales Manager

Anaheim, CA

2005 – 2007

- Launched company to import Chinese made musical instruments into the US market
- Negotiated contract with supplier for 14 day or less order fulfillment time and 0.5% quality defects
- Achieved first-year revenue of \$55,000

PricewaterhouseCoopers, LLP

Consulting Senior Associate (promoted from Associate)

Los Angeles, CA

2003 – 2005

- Managed consumer products client relationship at senior executive level to source a \$150K project
- Led team of four to create IT strategy recommendations calculated to save \$4M over five years
- Analyzed stakeholder requirements to design IT system saving \$250K in 1 year
- Supervised team of three for Sarbanes Oxley auditing, led to \$200K in cross-selling opportunities
- Contributed to over \$6M in sales

ACTIVITIES

- Elected to Board of Directors of San Francisco affordable housing non-profit with \$3M in assets 2005 – Present
- Appointed to Strategy Committee of Oakland child services non-profit with \$500K in assets 2001 – Present
- Founded a non-profit consulting club of 20 students at UC Berkeley 2003 – 2007

PERSONAL

- Lived in Beijing, China and fluent in Mandarin Chinese
- Commercial and residential real estate investor in Southern California; currently evaluating opportunities in China
- Avid basketball player since age 10, aspiring 18 handicap golfer, and traveling enthusiast

Shiba Nemat Nasser

From: Robert Ware [robware@MIT.EDU]
Sent: Tuesday, March 11, 2008 1:14 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Ware.Robert - Resume - DMD TA Application.doc

Ms. Shiba Nemat-Nasser:

I would like to be a DMD TA for two main reasons. First, I genuinely enjoyed the topics in DMD and I would love the opportunity to help others enjoy it. In the evenings during the core, I often related the DMD topic of the day to my girlfriend and explained its application to the world. Second, I truly enjoy helping others learn. In my fall classes, I earned a reputation for clarifying points both in the classroom and in study groups that helped my peers understand difficult topics. In study groups, I love to grab a whiteboard pen and explain concepts in a simple way that everyone can grasp.

In terms of teaching experience, during my six years of consulting I conducted 40- 50 training workshops. These workshops gave me great experience in both explaining concepts and answering questions on my feet. The workshops covered topics such as problem solving and other analysis tools to improve process efficiency. The workshops ranged in size from groups of four to over forty. The format of the workshops also ranged from power point presentations to extremely interactive sessions with lots of questioning by participants.

Please find my attached resume and thank you for your consideration.

Sincerely,

Rob Ware

Robert Ware
Candidate for MBA, June 2009
MIT Sloan School of Management
(617) 461-6464

ROBERT L. WARE

8 Bay State Ave. Apt. 1
Somerville, MA 02144
(617) 461-6464
robware@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- Management Consulting Club, Venture Capital / Private Equity Club
- Elected Member of Sloan Senate, focusing on improving MIT Sloan soft skills curriculum
- GMAT: 760
- GPA: 5.0

CORNELL UNIVERSITY

Bachelor of Science Degree in Mechanical Engineering, Cum Laude

Ithaca, NY
1996 - 2000

- Elected Co-Captain of Men's Ultimate Frisbee Team, Finished 13th at National Championships

EXPERIENCE

STROUD CONSULTING

Operations and Management Consulting

Marblehead, MA
2001 - 2007

Senior Consultant (2003 - 2007)

- Led a three consultant team to deliver savings of over \$6 million in less than 12 months for a major beverage manufacturer
 - Developed performance metrics and a strategy for improvement across a 1500 person site
 - Presented recommendations to the President and his direct reports, which were all accepted and increased improvement goals by 400%
 - Trained client managers in the implementation of continuous improvement processes and gave periodic feedback on their behavior and performance
- Trained engineering and maintenance staff in problem solving and efficiency improvement techniques
- Managed a project which turned around the performance of a private equity firm's portfolio company in the Netherlands by identifying improvements and delivering a 40% increase in plant-wide efficiency
- Doubled the scope of client engagements in three organizations by fostering relationships with Vice President level clients and delivering results that exceeded expectations
- Mentored four associates in their development from Associate to Consultant, two of those associates made the transition in the minimal allowable time
- Developed and delivered internal training workshops on results delivery, financial opportunity analysis, problem solving, and general business skills

Consultant (2001 - 2003)

- Launched a three year, 10 consultant engagement by leading a client team to deliver 20% plant-wide efficiency improvement in four months for a new consumer goods client
- Identified \$8 million in savings potential by performing a financial assessment for a paper manufacturer
- Joined Stroud at startup and developed methods for financial analysis and problem solving which became key elements in Stroud's standardized consulting framework

HAGEN AND CO.

Operations and Management Consulting

Marblehead, MA
2000 - 2001

Consultant (2000 - 2001)

- Led a six member client team that delivered a 20% efficiency improvement in six weeks at a bottling facility
- Delivered \$1.5 million in cost savings by implementing continuous improvement on a consumer goods site

INTERESTS / ACTIVITIES

- Running: Qualified for and competed in the Boston Marathon (qualifying time - 3.08)
- Mountaineering: Summited Mount Rainier; Spent 8 months skiing and climbing in Jackson Hole, Wyoming
- Traveling: Explored 47 of the US states and 16 countries

Shiba Nemat Nasser

From: Thales Braga da Silva [tbraga@MIT.EDU]
Sent: Tuesday, March 11, 2008 3:35 PM
To: dmd_ta@mit.edu
Subject: DMD TA position
Attachments: ThalesSilva.doc

Dear Ms. Shiba,

After a great experience learning DMD in a class lectured by Professor Schulz last fall, I am applying for a TAship in DMD for two main reasons:

- I'm passionate about teaching which is reflected in my two-year work as a volunteer English teacher to underprivileged teenagers in South America and in the many occasions in which I studied with and coached my colleagues when we were learning DMD. In addition, I also helped some of my friends prepare for consulting interviews by walking them through cases. Four out of six people who I coached got offers from top consulting firms.
- My career experience as a consultant at McKinsey & Co and as a trader at Citi allowed me to develop and apply quantitative models to decision-making and this professional experience will have a significant impact on the students' learning experience. One example is a multiple regression model that I designed to estimate foreign exchange purchases by the Central Bank of Brazil.

After closing DMD last semester with an "A", I look forward to the opportunity to support the professors as I am grateful for my fantastic experience last fall.

Thales Braga da Silva
Candidate for MBA, class of 2009
MIT Sloan School of Management
Ph. (617) 909 7979
thales_silva@sloan.mit.edu

THALES BRAGA DA SILVA

195 Binney St Apt 2216
Cambridge, MA 02142
+1 (617) 909 7979
thales_silva@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, class of June 2009

Cambridge, MA
2007-2009

- GPA: 4.8 out of 5.0
- Active member of the Sales & trading club, investment management club and Brazilian club

UNIVERSITY OF SAO PAULO (USP)

B.S., Economics

Sao Paulo, Brazil
2000-2003

- Top quartile of graduating class
- Elected best Economics department teaching assistant in 2003
- Academic exchange program of 1 semester in the University of Stockholm, Sweden

EXPERIENCE

MCKINSEY & CO.

Associate

Sao Paulo, Brazil
2005-2007

- Planned organization and operation of a wholesale division for one of Brazil's leading retail banks by designing a strategy, mapping the need for resources and negotiating the creation of the new division with other internal departments of the bank
- Created the structure of an innovative joint-venture between a major Brazilian and a major Swiss private bank working in a multi-cultural team of Brazilian and Swiss consultants. The new bank will compete for a leadership position in the Latin American private banking market
- Implemented a full-fledge new commercial process for a large retailer that resulted in an operating margin increase from 30 to 33% of net sales. Trained and coached experienced buyers in new assortment, planning, allocation and markdown processes.
- Lectured training courses in basic economics, accounting and finance for new hires covering two classes of 20 people each

ESTATER ASSESSORIA FINANCEIRA

Investment banking services boutique

Sao Paulo, Brazil

Analyst

2004-2005

- Built valuation models and developed pitch books for large M&A deals such as a structured sale of \$ 1 billion equity stake in a large Brazilian retailer. Designed an option for existing shareholders to sell the remaining shares in the future
- Structured due-diligence and auction processes for sale of two banks with market cap between \$ 100 and 250 million and managed relationship with the potential buyers during the due-diligence process

CITIBANK

Foreign exchange derivatives proprietary trading desk

Sao Paulo, Brazil

Derivatives Trader

2003-2004

- Ran a trading book of \$ 10 Million that generated a P&L of approximately \$ 1 million in 2004
- Structured and priced deals for corporate and institutional sales
- Developed regression model that forecasted central bank purchases of foreign exchange with 85% accuracy based on the daily change of major currencies and interest rate benchmarks
- Managed mark-to-market of positions and P&L of the desk for reconciliation with cash flows
- Mentored trainees on their full-time placement on the desk by teaching them the business model of the desk and by providing them with insights on career progression and opportunities

ADDITIONAL INFORMATION

- Native fluency in Portuguese, fluency in English, advanced skills in Spanish and basic Swedish
- Volunteer English teacher in "Pro-mundo" project, a pro-bono project founded by a former McKinsey partner to teach English to underprivileged kids in the outskirts of Sao Paulo, Brazil
- Investor of personal portfolio in fixed income, equities and derivatives with annual return between 20 and 30% in dollar terms in the last 5 years
- Hobbies: Surfing, reading and travelling

Shiba Nemat Nasser

From: Fernando Garcia Migliaro [fgm@MIT.EDU]
Sent: Tuesday, March 11, 2008 3:55 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Fernando Garcia Migliaro - Resume.doc; ATT00613.htm

Dear Ms. Shiba:

My interest in becoming a TA comes from my strong desire of giving back, and from my rewarding experiences teaching in several environments, not only as a TA for more than two years during my undergraduate studies, but also as a ultrasound technicians trainer and as a rugby coach.

My particular interest in the DMD class comes from my scientific background, where I had the opportunity to learn statistics and apply them not only in research projects published in international journals, but also in my day to day work, where I had to apply statistics in a business setting; in fact, I have been in contact with Professor Freund to develop a business case based in one of my experiences dealing with genetic evaluations in cattle.

As I mentioned before, during my undergrad I had the opportunity of being a TA for the Histology & Embryology class. This is a really tough class because is the first time that most of the students have access to a microscope. The TA of this class is in charge of lecturing to 60+ students about the uses of the microscope and the interpretation of the samples. After the lecture, the students are split in small groups of 2-3 people, and with the help of the TAs, they start doing the microscopic analysis. Each day there is a different tissue or system to analyze, so it is really demanding for the students, and thats why they relay a lot on their TAs.

Another teaching experience that I had was as an ultrasound technician trainer. In this case the setting was completely different, as most of the time I had to deal with veterinarians with many years of practice in the field that sometimes werent feeling very comfortable learning new technologies from a younger and inexperienced peer. I think that in those courses I had the opportunity to learn a lot about how to deal with different kind of people.

Having the opportunity to contribute to the MIT Community and to make an impact in class 2010 as a TA sounds very appealing to me, as this role is a very important piece of the learning experience of any student. I am sure that my outstanding performance in 15.060 and in my three undergrad Statistics courses, coupled with my mix of scientific and business background and my different teaching experiences make me a great fit as a 15.060 TA.

Sincerely,

Fernando Garcia Migliaro
MBA Class of 2009
Sloan School of Management
Massachusetts Institute of Technology
Email: fgm@sloan.mit.edu
Phone: +1(617) 680-4653

FERNANDO GARCÍA MIGLIARO
60 Wadsworth St #10G, Cambridge, MA 02142
(617) 680-4653 | fgm@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA

2007-Present

- Biomedical Club: Analyzed market trends and presented strategic recommendations to develop new upstream business opportunities for a top-tier pre-clinical trial services provider
- Elected member of the Sloan Senate by the student body. Member of the Admissions Committee
- Member of the General Management Club; MIT Rugby Club Social Chair and MIT women's Rugby team coach

UNIVERSITY OF BUENOS AIRES

Doctor in Veterinary Medicine

Buenos Aires, Argentina

1997-2003

- Ranked top 1% of the class in Honor Thesis: "Productive Interactions in Dairy Cows"
- *Teaching Assistant*; Selected to mentor over 60 students in the Histology and Embryology Department
- *Research Assistant*; Working Thesis: "Economic Impacts of Diseases Transmitted to Humans"

EXPERIENCE

EOLIA BOVINE GENETIC CENTER

Provider of veterinarian consulting services for high performance cattle breeders

Marcos Paz, Argentina

2003-2007

Manager, Diagnostic Imaging Department (2004-2007)

- Led team of 4 veterinarians to develop diagnostic imaging business, increasing company revenue by 15%
- Identified strategic synergies in merger with artificial insemination company leading to a 20% increase in customer base with cross-selling opportunities
- Presented plan to Breeders Associations' Directors to promote genetic evaluations, resulting in the implementation of a project to increase National beef production by \$1.4 million per year
- Coordinated multi-disciplinary team for the development of in-vitro fertilized bovine embryo service that increased cows' offspring by an average of 400% and weekly revenues to \$1,000 per cow
- Performed genetic analysis and presented recommendations to clients to improve meat yield by an average of 3%

Project Assistant (2003-2004)

- Developed financial model to evaluate potential profitability of in-house ultrasound services, leading to the creation of the diagnostic imaging department; Transitioned to manager of this new department
- Directed implementation of a new fertility analysis technology, expanding product line revenues by 12%
- Tailored sanitary and nutritional plans for sires in Artificial Insemination Center, reducing production costs by 5%

INCAR

Agribusiness Company that administers 25,000 acres and over 6,000 head of cattle

Buenos Aires, Argentina

1994-2007

Ranch Manager (Part time)

- Designed and led cooperative agreement for cattle and crop trade, resulting in savings of 10% during the first year
- Negotiated leasing contracts to increase acreage by 20% during severe drought, preventing a significant animal loss
- Analyzed market opportunities and led the implementation of a new production and feeding strategy, increasing cattle sales revenues by 12%
- Implemented new artificial insemination system increasing herd productivity by 10%

PROFESSIONAL AFFILIATIONS AND PUBLICATIONS

- Co-founded Animal Ultrasound Association, coordinating 30 technicians around the country to establish and promote protocols and best practices for beef cattle ultrasound evaluations
- Published in Journal of Reproduction, Fertility and Development, and in other international peer-reviewed journals; Research consisted in innovative procedures to improve and to evaluate bulls' fertility

INTERESTS AND SKILLS

- Native Spanish speaker, proficient in Portuguese
- Captain of rugby team during 10 years, elected by peers. Coached and refereed under-18 Argentine Rugby team
- Coordinated annual donation of school supplies for 5 Argentine rural area schools

- Volunteer for “Dogs and Cats Sterilization Program” organized by University of Buenos Aires

Shiba Nemat Nasser

From: sleschuk@gmail.com on behalf of Steven Leschuk [steven.leschuk@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 4:11 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Leschuk Steven Rev C - TA - App.doc

I am writing to express my interest in the teaching assistant position for Data Models and Decisions next fall. I have teaching experience as both a college teaching assistant and a supervisor of my company's in-house technical curriculum. My knowledge of the underlying material and my ability to communicate difficult quantitative concepts will allow me to succeed in this role.

As a senior in the Thayer School of Engineering at Dartmouth College, I held two teaching assistant positions: the first for Control Theory, and second as a tutor in the computer modeling lab. My duties included holding office hours, supervising laboratory work, and grading assignments. I successfully worked with less-experienced students to introduce and reinforce fundamental concepts while at the same time working with some of the more advanced students to explore new topics.

At BAE Systems, I was appointed the deputy manager of the company's leadership development program. One of my major responsibilities was to facilitate the technical development curriculum for the first year employees. I coordinated 30 different instructors across the company, graded weekly assignments, tutored students, and drove a curriculum modernization effort. The material from many of these sessions was similar to that what I covered in my DMD class: probability, statistics, and regression.

During my time as the deputy manager, I gained an appreciation of the concepts students quickly understand, which ones require more reinforcement, and the most effective way to integrate the information. I received very positive feedback for my overall administration of the program and my one-on-one interaction with new employees. Our program achieved a strong employee retention rate and continued to be a differentiator for our company.

I feel very confident that I have the quantitative background, teaching experience, and soft skills to be an effective teaching assistant for DMD. On a more personal note, I enjoyed the class myself and feel it would be a great opportunity to meet first-year students and contribute to a rich experience for first-year Sloanes.

I look forward to the opportunity to discuss this in greater detail with you.

Regards,

Steven S. Leschuk
MBA Class of 2009
sleschuk@sloan.mit.edu
603-930-3556

STEVEN SCOTT LESCHUK

29 Lawrence Street, Apt B
Cambridge, MA 02139
(603) 930-3556
steven.leschuk@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 - Present

- VP of Sponsorships - Leadership Club
- Management Consulting Club, Net Impact, General Management Club
- Participant in Management Boot Camp, Net Impact Conference
- GPA 4.8/5.0, GMAT: 770

TUFTS UNIVERSITY

M.S. Electrical Engineering

Medford, MA
2003-2005

- GPA: 3.97/4.0
- Co-founded a joint masters program with BAE Systems

DARTMOUTH COLLEGE

B.E. Engineering

Hanover, NH
2001-2002
1997-2001

A.B. Engineering Sciences

- Cum laude, Tau Beta Pi Engineering Honor Society
- Vice President – Zeta Psi Fraternity, initiated an alumni outreach effort that identified new donor sources

EXPERIENCE

BAE SYSTEMS, ELECTRONICS AND INTEGRATED SYSTEMS

Nashua, NH

Global provider of electronic protection, surveillance, and electronic systems for military applications

Systems Engineering Manager

2006-2007

- Led the installation of a \$10 million military intelligence system, finishing 50% sooner than previous programs
- Directed complex task force of military personnel, support subcontractors, and civilian technical personnel in a three-month, \$2 million series of flight tests. Certified the system for deployment ahead of schedule
- Managed a \$1 million/year budget, supervised a team of five engineers
- Developed the program's technology portfolio, aligning development efforts with critical customer needs

Senior Systems Engineer

2005-2006

- Received a company award for key contributions, promoted to lead the systems engineering team
- Executed a high-profile series of technology demonstrations for the Army acquisition authority, received approval to move ahead with full system installation and test
- Initiated an effort to consolidate system performance modeling practices, substantially reducing recurring costs
- Developed key product performance requirements, establishing consensus among national intelligence experts, military end-users, and government acquisition personnel

Deputy Program Manager, Leadership Development Program

2004-2005

- Managed the employment development activities for new employees, improving retention to 92%
- Overhauled in-house training curriculum, substantially improving employee feedback metrics
- Chaired a division-wide innovation awards program, introducing the effort to newly acquired businesses

Engineer, Leadership Development Program

2002-2005

- Finished first in class in the competitive 18-month in-house employee development program
- Promoted to deputy manager after completing 200-hour leadership training on emotional intelligence
- Led a classified research effort that provided a client with insight into the future effectiveness of electronic warfare techniques, established reputation of an expert in this technology
- Managed a competitive proposal effort to outsource the production of test equipment to third-party vendors

PERSONAL

- Avid hiker
- Mentor for high school students interested in science and technology
- Co-founder, Meerkat Brewing Club of Nashua, NH

Shiba Nemat Nasser

From: Joshua Firger [firger@MIT.EDU]
Sent: Tuesday, March 11, 2008 4:28 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: FirgerJoshua_Resume_Final.docx

Dear Shiba,

I am writing to apply for a TA position for DMD. I think the methodologies taught in DMD are both incredibly important and valuable for MBA students to learn. Furthermore, I believe my past experience puts me in an ideal position to help explain this often difficult subject to my classmates, which is evidenced by the fact that I actually became the de facto tutor for a number of my classmates during my core semester.

I have also been using the tools taught in DMD in multiple contexts for the past eight years. At Brown University I concentrated in Mathematical Economics, which allowed me to focus my studies on the theories of problem solving and their applications. I was also able to apply these skills in real-world settings during two summer internships in asset management, and especially in my job as an economic consultant at the Brattle Group prior to coming to MIT Sloan.

At Brattle, I worked with a team of PhD economists consulting on large corporate lawsuits. A significant amount of my work involved building intricate financial and statistical models using powerful regression, forecasting, and optimization techniques, among others. I also trained numerous analysts, gave firm-wide training seminars, and spent a great deal of time explaining my team's work to our decidedly non-quant-oriented attorney colleagues and clients.

Given my past experience and my performance in DMD, I am confident that I will be a successful TA for that class as well. Thank you for your consideration, and I look forward to your response.

Sincerely,
Josh Firger

Josh Firger
MBA Class of 2009
MIT Sloan School of Management
Mobile: + 401.935.8529
E-mail: firger@sloan.mit.edu

JOSHUA FIRGER

309 Broadway
Cambridge, MA 02139
(401) 935-8529 (mobile)
firger@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

MBA Candidate, June 2009

Cambridge, MA
2007-Present

- President of Leadership Club, organizing first ever cross-MBA Leadership Summit with student delegates from seven top business schools
- Led team of 20 MBA students to develop business plan for building the green redevelopment industry within New Orleans
- Member of Management Consulting Club and General Management Club
- GMAT: 740

BROWN UNIVERSITY

Bachelor of Arts in Mathematical Economics

Providence, RI
2000-2004

- Managed student volunteer tutoring program, achieving 300% growth in three years
- Recruited and trained 200+ tutors per semester, staffed academic support center and conducted publicity campaigns

EXPERIENCE

THE BRATTLE GROUP

Senior Research Associate - Finance Practice Area

Cambridge, MA
2004-2007

Enron Bankruptcy and Fraud

- Led analyst team on largest project in firm history, representing a global financial institution facing 20+ class action lawsuits stemming from the collapse of Enron
- Designed analyses used as principal support in court proceedings for client's dismissal from largest lawsuits, eliminating an \$8-10B potential liability
- Supported creation of over 15 expert reports as part of defense strategy coordinated with 11 co-defendants and over 75 expert witnesses
- Co-managed relationships with client, counsel and outside experts
- Developed expertise in structured finance while analyzing the financial, economic and accounting impacts of 104 complex transactions using special purpose vehicles (SPVs)

Other Cases

- Co-led development of Brattle's securities practice, creating a standardized trading simulation model used in four lawsuits to calculate damages ranging from \$30MM to \$50B
- Modeled financial life-cycle of pharmaceutical drug development used as primary evidence in largest transfer pricing case ever in U.S. Tax Court, resulting in a multi-billion dollar savings upon settlement
- Proved legitimacy of the business purpose for 18 structured finance transactions involving a European conglomerate in pending bankruptcy litigation
- Constructed cost allocation pricing model currently being used to resolve a multi-million dollar tax dispute for a major oil company
- Devised successful rebuttal strategy resulting in favorable summary judgment in a multi-million dollar international transfer pricing dispute regarding the arms-length nature of wholesale banking transactions

Development, Training and Communication

- Promoted to Senior Research Associate from Research Analyst 18 months ahead of schedule
- Taught in-house training seminars on structured finance, forensic accounting and other topics to over 100 employees in all five global offices
- Managed and trained five analysts in the firm's Finance Practice Area
- Recruited eight new analysts through networking and interviews

INTERESTS

- Artist – maintain an active painting studio in my home and currently working on a series of large-scale abstract portraits
- Avid traveler – recently spent one month backpacking alone throughout Vietnam
- Music enthusiast – passionate collector of all musical genres with a collection of over 2,000 albums

Shiba Nemat Nasser

From: Jaime Villalobos [jvillalo@MIT.EDU]
Sent: Tuesday, March 11, 2008 4:32 PM
To: dmd_ta@mit.edu
Cc: jvillalobos@sloan.mit.edu
Subject: DMD TA Position
Attachments: VillalobosJaime.doc

Ms. Shiba Nemat-Nasser:

I am writing because I am very interested in being a TA for DMD next fall. I want to be a TA so I can help the students to improve their understanding about DMD and try to demystify a preconceived idea that DMD is very hard to learn. I enjoyed my DMD course because it provided a very practical way to approach the different problems that we may face as managers and we learned a range of very useful techniques such the power of a decision tree, a good regression or optimization. In the first look, all these concepts look very complicated but the course is designed to extract the roots of the problem and solve it using the techniques that we learn. In addition, a great part of the learning process was based on doing the homeworks and my TA was especially open to clarify specific questions that I may have.

In the course of my life I have always enjoyed teaching, I did it during my undergraduate studies in an informal way with my classmates and I did it again last fall with some of my classmates. In my professional career, I have also the opportunity to teach to my colleagues. An specific example came when I did a training program for two months and then I came back to explain the basic findings to the rest of the organization. One of my main characteristics is that I am a very patient person so I believe I am up to the challenge and I would definitely enjoy being a DMD TA.

Best regards,

Jaime Villalobos
MBA Class of 2009
MIT Sloan School of Management
jvillalobos@sloan.mit.edu
Ph: (617) 821 4186

JAIME VILLALOBOS

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Cambridge, MA 02142
(617) 821 4186
jvillalobos@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

MBA Candidate Class of 2009

Cambridge, MA

2007 - Present

- Member of Finance Club and General Management Club

INSTITUTO TECNOLÓGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY

B.S. Chemical Engineering, December 2002

Monterrey, Mexico

1998 - 2002

- Average: 94/100. Class Rank: 2nd out of 43. Graduated with honors
- Organized the International Conference of Chemical Engineering in Monterrey
 - Managed committee of 70 people
 - Increased attendance 50% and raised profits of \$15,000 for scholarship fund

EXPERIENCE

ALFA

Monterrey, Mexico

Mexican company consisting of four business groups: petrochemicals, food, auto parts and telecommunications with revenues over \$9 Billion and operations in 16 countries

Senior Planning Analyst, Petrocel-Temex (Petrochemicals' main subsidiary)

2005 - 2007

- Led two M&A initiatives, coordinating technical, commercial and corporate staff to gather market, technical and financial information. Developed valuation models using DCF and EBITDA multiples
- Supported the President and the Commercial VP with strategic and financial analyses in a successful negotiation of a \$2 Billion contract
- Headed a cross-subsidiary study to identify risk management strategies for raw materials procurement to minimize impact of sudden price increases, similar to those prompted by hurricanes Katrina and Rita in 2005
- Trained a cross-functional team of 7 people to improve understanding of the impacts of the oil refining industry in the petrochemical industry
- Coordinated technical staff and external auditors to certify a CO₂ emissions-reduction project with expected savings of at least \$1 Million per year

Planning Analyst, Alpek Corporativo (Petrochemicals' corporate division)

2002 - 2005

- Assisted the Planning VP in the acquisition of a polyester producer, collecting data from industry publications and interviews and designing the valuation model
- Performed an internal portfolio review preparing supply/demand charts, strategic analysis and DCF valuation to identify growth initiatives resulting in over \$300 Million of investments
- Developed a model to forecast financial results of a acquisition target using market expertise and information from SEC filings
- Received accelerated promotion and moved to Petrocel-Temex reporting to the Commercial VP and to the President of the company

PERSONAL

- Language skills: Spanish (Native)
- Recently started playing squash and casual player of soccer, tennis and basketball
- Avid reader of literature of diverse authors such as Gabriel Garcia Marquez, Milan Kundera, John Steinbeck or Mario Vargas Llosa

Shiba Nemat Nasser

From: Craig Doescher [doescher@MIT.EDU]
Sent: Tuesday, March 11, 2008 4:33 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Resume - Craig Doescher 2008-01-30.pdf

Hello,

I am excited about pursuing a TA position for DMD next fall. The primary reasons I seek a position are to get to know my future classmates and to lend a hand to those who find quantitative methods to be challenging. DMD is one of many quantitative (statistics, calculus, linear algebra, economics, operations, finance) courses I have taken both during my undergraduate education and here at MIT Sloan. In all cases, I have performed well, including earning an A+ in DMD. Additionally, I have dealt often with quantitative analysis both as an analyst on Wall Street and as Assistant to the CEO of a manufacturing company in Michigan. DMD does a great job of melding the academic and the practical, which is part of made it such an interesting class.

I have never taught formally, although I have served a career counselor and resident adviser during my undergraduate days. In both of these roles I found myself playing the role of teacher. I also volunteered at my church in Michigan, where I often spoke to the high school students. Finally, I have helped many people informally on their coursework and have a personal passion for the learning process.

Overall, I really enjoyed the course and the way that Prof. Schulz and Ruben made it a fun learning environment. I hope to do the same again for next year's class!

Best,

Craig Doescher

--

Craig Doescher | MBA Class of 2009
MIT Sloan School of Management
doescher@sloan.mit.edu
248.808.0416

CRAIG WILLIAM DOESCHER

60 Wadsworth St, Apt 20B
Cambridge, MA 02142
248-808-0416
doescher@mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007-2009

- Participant in Entrepreneurship & Innovation Option
- GPA 4.8/5.0; GMAT score: 720
- Entrant, MIT \$100K Entrepreneurship Competition (Development Track)

OAKLAND UNIVERSITY

Rochester Hills, MI

Post Baccalaureate Continuing Education

2006

- Continuing Mathematics and Spanish studies

UNIVERSITY OF MICHIGAN ROSS SCHOOL OF BUSINESS

Ann Arbor, MI

Bachelor of Business Administration

2000-2004

- Emphases in Accounting and Finance
- GPA 4.1/4.0, Beta Gamma Sigma
- Senior Thesis titled, "Ancient Wisdom, Modern Relevance: An Application of King Solomon's Wisdom to the Case of Long-Term Capital Management"

LONDON SCHOOL OF ECONOMICS & POLITICAL SCIENCE

London, UK

Full Academic Year Study Abroad

2001-2002

EXPERIENCE

LIVING WAY

Cape Town, SA

Co-Founder & Adviser

2007

- Conducted 2-month, on-site research project for South African pastor and social entrepreneur, leading to formation and initial strategy of community/economic development organization serving Cape Town's poorest communities
- Currently advising staff on implementation of community-based savings program, developing on-going organizational strategy, and helping start Living Way USA

RALCO INDUSTRIES INC.

Auburn Hills, MI

Special Assistant to the CEO

2004-2007

- Performed analysis and advised CEO of small manufacturing company on financial, strategic, and managerial issues. This included financial forecasting, modeling capital expansion scenarios, minimizing exposure to commodity volatility, reporting part-by-part performance, setting Company goals, and prioritizing CEO's workflow
- Designed and implemented CRM system, including creating automated, Excel-based quote module with Visual Basic; managed outside development of tracking system and on-going coordination and analysis of new business opportunities, resulting in five fold increase in proposal throughput
- Championed effort to determine appropriate place to relocate Company operations, which included defining the project and performing numerous comparisons across states and communities, and traveling the Southeast U.S. with economic developers and public officials

THE BLACKSTONE GROUP

New York, NY

Analyst, Restructuring & Reorganization Advisory

2004

- Conducted financial analyses and prepared presentations for use in advising distressed and bankrupt corporations in the restructuring and reorganization of their businesses
- Built integrated global business model for Goodyear Tire & Rubber Company, which was used to consider various restructuring alternatives

GOLDMAN, SACHS & CO.

New York, NY

Investment Banking Summer Analyst

2003

- Implemented financial analysis techniques (DCF, comparable, and LBO analysis) to value corporations for clients

ADDITIONAL

- Traveled to Guatemala, Philippines, South Africa (3), and India as a volunteer
- Completed Detroit (2003), Boston (2004, 2006-2007), and Memphis Marathons (2005)

Shiba Nemat Nasser

From: Ketan Bhole [kbhole@MIT.EDU]
Sent: Tuesday, March 11, 2008 4:39 PM
To: dmd_ta@mit.edu
Subject: DMD TA position
Attachments: Bhole.Ketan - Resume.doc

Dear Ms. Shiba Nemat-Nasser:

I am writing to express my interest in the TA position for 15.060 – Data, Models, and Decisions. I would be grateful to have the opportunity to work with the faculty and other TA's to contribute through my own experience to the class of 2010. Through this letter I would like to highlight why I am interested in being a TA for 15.060 and also point out past experiences that I believe show why I am strong candidate for the position.

The field of decision-making based on quantitative analysis is one that I am very familiar with and have, in fact, previously been a teaching assistant for (during my undergraduate years). My undergraduate and master's degrees are in Electrical Engineering, where I specialized in the fields of digital signal processing and communications. As a 3rd-year student at the University of Waterloo, I was a TA for Introduction to Probability Theory, a first year core course taught to all engineering students. As a master's degree student, I took several courses in error detection, signal estimation, and digital communications, where fundamental concepts such as probability theory, random variables, and stochastic processes were all key to more advanced theory. Finally, I acted as a "subject-matter expert" with my core team in 15.060, often teaching basic concepts learned in class to my core team mates.

Throughout my experiences, I have learned that people understand quantitative concepts in many ways. I believe it is very important to be able to relate to people's learning styles to explain concepts in a way that encourages true learning and not just memorizing. That is, people should be able to take course learning and apply it well after having taken 15.060. One of the exciting thing that I learned in 15.060 is that the same basic principles that I learned and used in my engineering career can also be used to make effective business and management decisions.

I believe that my quantitative background, along with my ability to explain advanced concepts that relate to individual learning styles, will make me a capable teaching assistant and will help first-year students understand and, just as importantly, appreciate the material covered in 15.060. I look forward contributing to the incoming class of 2010 in any way possible and a TA position for 15.060 is an ideal fit for me.

Please see my resume, attached. Thank you for your consideration.

Best Regards,
Ketan

Ketan Bhole
MBA Class of 2009
MIT Sloan School of Management
Mobile: 617.459.5480
E-Mail: kbhole@sloan.mit.edu

KETAN BHOLE

141 Charles St., Apt 2

Boston, MA 02114

+1.617.459.5480

kbhole@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA, USA

Candidate for MBA, June 2009; GMAT 740

2007 - Present

- Co-chair, Student Senate: elected class representative and officer of facilities committee
- Co-chair, Student Activities Board: lead organizer for several large-scale events and co-chair of marketing
- VP, Entertainment Media & Sports Club: co-manager for Media & Entertainment Conference 2008 in New York
- Active member of Management Consulting, Marketing, MediaTech and MoMIT (Mobile Media & Internet) clubs
- MIT Sloan MarketLab: formulated a strategy for Hewlett Packard to introduce a potentially disruptive technology to the retail industry by researching industry trends, conducting focus groups, and surveying consumers and retailers

NORTHEASTERN UNIVERSITY

Boston, MA, USA

Master of Science in Electrical Engineering

2002 - 2004

- Completed on a part-time basis while employed full-time

UNIVERSITY OF WATERLOO

Waterloo, ON, Canada

Bachelor of Applied Science in Electrical Engineering with Honors

1995 - 2000

- Included five 4-month internships with Nortel, General Electric, and other engineering firms

EXPERIENCE

ANALOG DEVICES, INC. (ADI)

Wilmington, MA, USA

Senior Systems Engineer

2004 – 2007

- Led a team of 6 engineers across two companies in Boston, USA and Cambridge, UK to design a next-generation product, enabling reduced development cycles and achieving 20% cost savings
- Formulated new product strategies for ADI by analyzing market trends, surveying client needs, and creating effective solutions for mobile phone industry
- Designed new product validation process, leading to improved test coverage, efficient tracking and reporting for management and clients, and 25% faster time to mass production
- Advocated a new product concept, convinced senior management of its potential, and proceeded to independently bring it to production
- Secured design wins with several leading mobile phone manufacturers by promoting new products and providing cost-effective, feature-rich solutions
- Managed a team of 10 engineers located in three continents to overcome development hurdles by initiating cross-functional workshops, identifying critical issues, and winning support from senior management
- Assisted lead clients to integrate ADI's products, including the highest revenue-generating product in ADI history

Hardware Applications Engineer

2000 – 2004

- Designed ADI's first Smartphone in collaboration with Microsoft and Intel; successfully demonstrated at 3GSM, the wireless industry's most important tradeshow, resulting in several client design wins and accelerated time-to-market
- Investigated emerging technologies to determine the viability of integrating them in new products and presented findings to senior management
- Performed regression testing of several products to ensure they met performance targets and to identify defects
- Mentored 2 interns per year and 3 junior staff employees by coaching them in engineering principles and providing guidance to determine and achieve their career objectives

ACTIVITIES

- House music DJ: regular DJ at popular clubs and radio stations in Boston and other cities
- Rising music producer: one song released to date and working on a second
- Director of Tennis, Special Olympics Massachusetts: organized event with over 100 athletes with intellectual disabilities
- Snowboarding enthusiast: conquered the northeast United States, the Rockies, and the Alps

Shiba Nemat Nasser

From: Chris Clemons [cclemons@MIT.EDU]
Sent: Tuesday, March 11, 2008 5:40 PM
To: dmd_ta@mit.edu
Subject: DMD TA Application-Chris Clemons
Attachments: Christopher Clemons Resume.doc

Dear Shiba,

I am writing to apply for a DMD TA position in the fall. I am interested in becoming a DMD TA because of all my core classes at Sloan, DMD was the course that had the most practical tools to offer, which helped me in my consulting interviews and helps me solve problems in other classes. I believe that every Sloanie should be able to get the most out of their DMD experience and I know that the TA is a vital link to ensuring that happens. I believe I would succeed as a DMD TA because I am not a native mathematician, yet I have developed a strong practical intuition for using statistics and optimization theories in business contexts. I speak well, am able to communicate complex ideas clearly and best of all, I have over five years of real teaching experience, so I am certain I can handle a classroom.

I do hope that my materials merit further consideration. To that end I have attached my resume for your review. Thank you for your time.

Best,

Chris Clemons

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Chris Clemons
MBA Candidate, '09
MIT Sloan School of Management
cclemons@mit.edu

CHRISTOPHER E. CLEMONS

240 Heath St. #108
Jamaica Plain, MA 02130
617.676.5449
cclemons@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for Masters of Business Administration

Cambridge, MA
Expected, 2009

- Management Consulting and Minority Business Clubs
- Recipient of Class of 2005 Professional Diversity Scholarship (\$5000)
- GRE: 650V/730M

UNIVERSITY OF PENNSYLVANIA

Bachelor of Arts, Political Science

Philadelphia, PA
2001

- Magna Cum Laude
- GPA: 3.78/4.0

EXPERIENCE

BUILDING EXCELLENT SCHOOLS

(National non-profit organization recruiting and training charter school founders)

Boston, MA

Deputy Executive Director

2005-2007

- Completed five year organizational strategic plan featuring 100% organizational service growth.
- Designed multi-variate linear regression models to determine school performance levels and quality.
- Directed two short-term school start up projects in New Orleans requiring board development, community canvassing, and political relations.
- Managed organizational budget and finances such that net assets doubled over two years.
- Increased organizational fundraising revenues 75% over two years.
- Directed six member recruiting team which increased program applications fourfold over two recruiting years.
- Redesigned comprehensive follow-on service program such that program participation increased 80% in first year.
- Managed \$6MM grant partnership program including budgeting and application reviewing.
- Delivered multi-hour workshops on charter school governance at national conferences.
- Delivered accounting, finance, and operations training to classes of aspiring school founders.

Fellow

2004-2005

- Selected from a national pool of applicants to complete rigorous training program in charter school leadership and development.
- Designed, managed and implemented a charter school conversion project in Denver, CO requiring fundraising, public/media relations, recruiting, and general management.
- Raised over \$400,000 in three months for school operations.

GERMANTOWN FRIENDS SCHOOL

(A private, college-preparatory Kindergarten through twelfth grade school)

Philadelphia, PA

Teacher

2002-2004

- Used creative techniques and interactive methods to teach American history to middle school students.
- Designed two week academic enrichment and support program for underrepresented scholarship students.
- Coached middle school basketball and junior varsity softball.

WHITE WILLIAMS SCHOLARS

(A more than 200 year old non-profit youth service organization)

Philadelphia, PA

Program Coordinator

2002

- Provided academic and college readiness counseling services to high achieving students in underperforming Philadelphia high schools.

INTERESTS AND ACTIVITIES

- Avid interest in American Civil War history (toured Gettysburg, Antietam, and Bull Run battlefields).
- Play softball, football, and basketball recreationally.
- Written editorial regarding governor's charter school policies appeared in Columbus Post-Dispatch.

Shiba Nemat Nasser

From: Bradford Coffey[Bradford.Coffey@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 8:45 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Resume - Bradford Coffey.doc

Ms. Shiba Nemat-Nasser,

Please accept this email as an indication of my interest in applying for the dmd ta position for next fall.

In becoming a TA I look forward to the opportunity to work with next year's class and help them through the difficult core semester. I believe there are three important characteristics of a TA that allow them to succeed: first, the ability to communicate effectively; second, a grasp of material; and third personal integrity. Through my background in consulting and coaching I believe I've developed an ability to think and speak well on my feet. I also have demonstrated a strong grasp of the material after completing my undergraduate degree in computer science, by obtaining an A in the class and compiling an overall gpa of 5.0. Finally, although I believe strongly in developing personal relationships, I also have the personal integrity required to balance those relationships with the fairness and objectivity required.

Thank you for your consideration.

Regards,
Brad

BRADFORD COFFEY | MIT Sloan School of Management | 207.318.4292 | Bradford.Coffey@sloan.mit.edu

BRADFORD COFFEY

122 Charles St, #2
Cambridge, MA 02141
207.318.4292

Bradford.Coffey@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007-Present

- GPA – 5.0 /5.0, GMAT – 760
- VP New Media and Internet – Mobile, Media and Internet (MoMIT) club
- Trek Lead Organizer – Massachusetts Tech Trek, MediaTech club
- Active Participant – Marketing and EMS clubs

AMHERST COLLEGE

Amherst, MA

Bachelor of Arts, June 2004

2000-2004

- Major/Major GPA – Computer Science, 3.79
- Varsity Soccer

EXPERIENCE

PRTM – COMMUNICATIONS INDUSTRY GROUP

Waltham, MA

PRTM is the premier operational strategy consulting firm, focusing on operational innovations. PRTM is annually ranked one of the top 10 firms to work for by Consulting Magazine

Senior Consultant

2007

- **\$10B Wireless Company – New Business Development:** Managed the launch of a next generation - 4G business unit for a \$10B national wireless carrier as part of a four person team. Drove tactical changes based on strategic decisions such as joint partnership agreements and core business separation
- **Private Equity Firm – Due Diligence, International Media:** Owned development of a \$150k due diligence report surrounding intellectual property rights in China. Completed over 30 interviews with the government officials, trade organizations and industry experts

Consultant

2006-2007

- **\$1.5B Biotechnology Company – Financial Modeling; Ops Strategic Planning:** Created a product flow model to forecast operating profits based on the company's product pipeline. Facilitated the developed of the operational strategic plan while working closely with the COO and his direct reports
- **\$100B Information Technology Company – Supply Chain Benchmarking:** Identified \$10M worth of potential cost savings as part of a four person team conducting a benchmarking study to analyze end-to-end supply chain performance

CAPGEMINI – TELECOM, MEDIA AND ENTERTAINMENT

Cambridge, MA

Capgemini's Telecom, Media & Entertainment (TME) Consulting Services practice is the leading global management consulting firm dedicated to the communications industries with over 3,500 industry professionals worldwide

Consultant

2004-2006

- **\$70B Telecommunications Company – Project Management:** Lead a team of consultants developing and managing the Change Control Process for \$1B implementation project. Significantly increased visibility and accountability of the change request process and dramatically reduced the turnaround time for change request approvals
- **Start-up Wireless Vendor – Financial Modeling:** Created a business case for a startup wireless vendor looking to understand the potential cost savings of its product for mobile operators. Built a financial model highlighting the product's potential in replacement, expansion, and green field scenarios

ACTIVITIES

- Selected by the NCAA to the national Student Athlete Advisory Committee (SAAC) where I provided a voice for student athletes' and lobbied for legislation at the annual national convention
- Provided Staples with free marketing support as part of MIT's MarketLab program
- Compete regularly for the Boston Eagles and MIT Sloan Soccer clubs

Shiba Nemat Nasser

From: shimrit@gmail.com on behalf of shimrit ben-yair [shimrit@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 9:14 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: Shimrit Ben-Yair Resume.doc

Dear Ms. Shiba Nemat-Nasser,

My name is Shimrit Ben-Yair and I am writing to express my interest in the TA position for Data Models and Decisions. I believe that DMD is the most important class taught at MIT Sloan, as it provides the analytical basis for the entire MBA program. The class is relevant for engineers and non-engineers alike, as it teaches how to use mathematical models to solve real business problems, and I believe that I can cater to the needs of both audiences.

In addition to my undergraduate degree in Computer Science, Statistics and Operations Research, I have had extensive experience in data analytics, which will enable me to help the students build the models and understand their underlying logic. Having tutored high school and university students for over five years, I will strive to ensure that the students understand and implement the material taught in the class. I also have a strong background in conducting presentations, and during my army service I was responsible for presenting to senior officials.

Given my qualifications, I believe I would be a good fit for the DMD TA role. Thank you for your time and consideration, and I look forward to hearing from you soon.

Sincerely,

Shimrit Ben-Yair

Shimrit Ben-Yair
MBA Class of 2009
MIT Sloan School of Management
646-283-1971
shimrit@sloan.mit.edu

SHIMRIT BEN-YAIR
540 Memorial Drive #501
Cambridge, MA 02139
646-283-1971
shimrit@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-Present

- Won the Apple Case Competition for designing a strategy to enter the small and medium business market.
- Leader of a non-profit MIT educational program that brings together Israeli and Palestinian students.
- Elected President of the Marketing Club and Director of the Market-Lab program.
- Designed a creative marketing campaign to enhance the partnership between Dunkin' Donuts and Jet-Blue.
- Co-organizer of the Marketing Trek to NY and the Silicon Valley and Seattle Tech Treks.

TEL-AVIV UNIVERSITY

B.Sc. in Computer Science, Statistics and Operations Research

Tel Aviv, Israel
2001-2004

- Tutored High-School students in Math, Physics and English.

EXPERIENCE

ACTIMIZE INC. (Acquired by NICE SYSTEMS)

Provider of fraud detection software solutions to global financial institutions.

New York, NY
2005-2007

Technical Team Leader, Professional Services

- Managed product deployment and integration at company's key accounts: Morgan Stanley, Fidelity Investments and Dresdner Bank.
- Won the bi-annual "Exceptional Employee" award for transforming a struggling account into the company's flagship client.
- Collaborated with company's sales team as the on-site client expert to secure a new \$1M deal.
- Coordinated global, cross-functional teams of twenty people, located in India, Canada and the US, to ensure timely delivery and 24/7 operational support.
- Created a quality assurance process that reduced production failures by 50% and increased the client's trust and satisfaction.
- Led interaction between the client and the product management team by analyzing client needs, performing user feedback sessions, and prioritizing requests, which reduced product release cycles.
- Mentored 5 new recruits and served as an organization-wide technology expert.

NICE SYSTEMS

Provider of platforms to the call-center, public safety and security markets.

Ra'anana, Israel
2004-2005

Software Developer, Research and Development

- Designed and implemented a novel survey system used to evaluate call center agents, creating a key differentiator with competitor's product.
- Conducted product usability analysis and performed user-interface design, which decreased customer training time and increased productivity.
- Enhanced team's ability to meet deadlines by initiating weekly brainstorming sessions and project reviews.
- Collaborated with engineers across the organization to improve legacy systems and reduce production failures by 25%.

ISRAELI DEFENSE FORCES, INTELLIGENCE CORPS

Intelligence Analyst

Israel
1998-2000

- Served in a 24/7 operational position at an elite intelligence unit – only 1% of applicants admitted.
- Promoted after three months of service to manage a team of five, responsible for analyzing large quantities of data and building a knowledge base on unit's highest-priority topic.
- Presented recommendations to senior officers and government officials, which impacted national-security strategy.
- Designed an innovative information system in collaboration with the engineering unit, to support a new analysis methodology and increase productivity.

ADDITIONAL INFORMATION

- Active in street-fashion communities and a contributor to online and print magazines.
- Fine arts traveler; special interest in contemporary art and modern design.
- Proud bookworm. Recently read: "Suite Francaise" by Irène Némirovsky.

Shiba Nemat Nasser

From: Ulrick Noel [ulrick@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 10:04 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA Position
Attachments: NoelUlrick_v4_General.pdf

Dear Shiba,

My first incentive motivation to be a TA is the opportunity aspect, but there are other significant rewards. It is often said that "you don't really know a subject until you have taught it." Often a new lecture or a student's question will give you a fresh perspective on a topic with which you thought you were familiar.

In addition to affording a deeper understanding of the material, being a TA offers a relatively painless way of getting some teaching experience. I can experiment with methods of motivating and guiding a discussion. This training is one of the main purposes of the Teaching Assistant position. However, it is easy to lose sight of this when the semester gets busy and I need to get advantage of the fact that I'm working with an experienced professor who may, in addition to piling more work on me, offer suggestions and encouragement.

Talking about my teaching experience is more related to training session in the workplace. I have conducted training in several implantation process and in different cultures and languages, which I think can be particularly useful considering the broad range of cultures at Sloan.

Looking forward to hear from you soon

Ulrick Noel

MIT Sloan
Candidate to the MBA Class of 2009
ulrick@sloan.mit.edu
M. +1 (617) 909-0799

ULRICK O. NOEL

350 Third St, Unit 508
Cambridge, MA 02142
(617) 909-0799
ulrick@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-Present

- Elected by peers to the Sloan Student Senate
- Developed marketing strategy for STAPLES as part of MarketLab project
- Active member of Managing Consulting, Finance, Marketing and Latin American Business clubs

INSTITUTO TECNOLOGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY

BS Electronics and Communications Engineering

Monterrey, Mexico
1995-1999

- Elected to the Student Council, representing 15,000 students
- Recipient of Student Affairs Leadership Award chosen out of 1,800 students
- Recipient of State of the World Forum Change Maker Award for promoting social entrepreneurship

EXPERIENCE

CEMEX

Madrid, Spain / Monterrey, Mexico

Third largest cement producer world-wide with sales of \$16 billions

Supply Chain Evolution Manager (promoted from consultant)

2005-2007

- Generated \$ 200 millions in value by proposing and implementing a global supply chain strategy, that decreased costs and increased average prices in all major business lines
- Led a team of 12 consultants in three different continents addressing complex issues, including supply chain optimization, marketing strategy and capability creation
- Presented project findings and results to senior executives and Cemex Executive Committee
- Implemented organizational change in South America logistics increasing market share by 5% and preventing new entrants in the market

Business Process Evolution Consultant (promoted from analyst)

2001-2005

- Merged all company operations under one business model by designing and implementing a core process model (Cemex Way) in 14 countries
- Built an optimization model for maritime logistics, that triggered a taskforce which increased return on assets by 10%
- Increased customer satisfaction by 15% by developing a customer service strategy that optimized efforts in customer facing activities in Mexico, Spain and the Philippines

CX NETWORKS ARKIO

Monterrey, Mexico

CEMEX e-Business Initiative

Business Developer

2001

- Established a retail company within six months that later generated \$ 400 millions in revenue
- Built a model to identify high value suppliers, that was used as vendor evaluation

EMERGING LEADERS PROGRAM INTERNATIONAL

Monterrey, Mexico

Non-profit to support young social entrepreneurs

Co-Founder and IT- Communications Director

1999-2000

- Raised \$ 1 million in sponsorships to found five community projects in Mexico and Ecuador

ITESM STRATEGIC STUDIES CENTER

Monterrey, Mexico

Intern as strategic planning analyst

1999

- Launched 20 year strategic plan for the city of Ensenada
- Developed strategic plan for Department of Women Affairs of the State of Nuevo León

PERSONAL

- Bilingual (Spanish/English); greatly enjoy multicultural environments, the outdoors, basketball and football. Aspiring chef and golfer
- Pro-bono advisor for start-ups in Mexico as member of the Mexican Business Owners Confederation
- Invited speaker at international development forums and workshops
- Passionate about innovation, consumer electronics and social networks

Shiba Nemat Nasser

From: Naomi Cohen [nrcohen@MIT.EDU]
Sent: Tuesday, March 11, 2008 10:23 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: 08 02 18 - Cohen Naomi.doc

To the DMD teaching staff,

I'd like to apply for the DMD TA position. I think that I am a good candidate for the DMD TA position because I would enjoy helping my peers understand DMD concepts, I have an analytical background, and I have relevant teaching experience.

I enjoyed my DMD class last semester and I especially appreciated how each class progressed from explaining mathematical concepts to applying them to practical business applications. It was really impressive to see people who hadn't encountered math in years picking up advanced concepts and using them to solve business problems. I would like to be a part of that process.

I majored in Applied Math because I was interested in exactly how mathematical concepts could be applied to real world problems. As such, I think that DMD is a very important part of our business curriculum.

Over the years, I've tutored students in math, statistics, and other subjects. Additionally, I've taught standardized test preparation courses. I particularly enjoy breaking down complex concepts or problems into smaller pieces in order to help people understand the solutions. Being able to explain concepts in this way came in handy while working in consulting; I had to explain concepts and analytical tools to clients who were not familiar with my firm's quantitative methods. I look forward to teaching in this way during office hours and sections.

Lastly, I have had a few great TAs during college and business school. I know how much of a difference a TA can make for a student's experience in a certain class. I'd like the opportunity to be able to be that type of TA.

Thank you for your consideration,

Naomi

Naomi Cohen
MIT Sloan, MBA candidate 2009
naomi.cohen@sloan.mit.edu
(617) 620 6905

NAOMI RACHEL COHEN

10 Centre St, 2A
Cambridge, MA 02139
(617) 620-6905
naomi.cohen@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

MBA candidate, June 2009

Cambridge, MA
2007-2009

- GMAT: 740
- Net Impact Club: VP of Speakers, co-creator and organizer of Spring Sustainability Workshop Series
- MIT Sloan Energy & Environment Club

HARVARD UNIVERSITY

AB with Honors in Applied Math, Concentration in Statistics, June 2004

Cambridge, MA
2000-2004

- Cum Laude in Field; Harvard College Scholarship (2001-2003)
- Leader for Freshman Outdoor Program
- Intramural Secretary and Captain of women's intramural basketball and crew teams
- Selected as Fellow for year-long leadership program through Harvard Hillel
- Member of JV Women's Basketball
- Tutored students in math, statistics, and other subjects
- Taught Kaplan SAT courses

EXPERIENCE

BAIN & COMPANY

Associate Consultant

Boston, MA
2005-2007

Client relationship management:

- Co-led pharmaceutical client sub-team of senior executives to determine necessary culture and governance changes within research and development department in order to enable planned strategic changes
- Persuaded administration of urban public high school to focus on SAT performance improvement in order to raise college admission rates; developed customized plan of action based on school's testing and college admission trends

Research and analysis:

- Informed growth strategy of major waterworks company by determining growth strategies of key competitors through research and analysis of company reports, public statements, marketing materials and acquisition history
- Alerted technology client to major organizational problems previously unacknowledged by senior management through conducting employee surveys, analyzing the responses, and creating a presentation of the results

Project management:

- Implemented and organized test improvement programs for 200 students from local urban high school and 40 Bain volunteers
- Led internal volunteer committee in generating strategy to grow number of volunteer-led social impact events within Boston office; implemented centralized database of best practices for volunteer event organization

Volunteer experience:

- Mentored high school junior during college application process
- Tutored high school students for Test of English as a Foreign Language
- Supervised associate in determining marketing best practices for non-profit education organization

WEIZMANN INSTITUTE

Researcher / Visiting Student

Rehovot, Israel
2004-2005

- Co-authored scientific paper published in PLoS One journal
- Collaborated with chaired professor to create image-analysis software, used by faculty and students for research on cell motility

BAIN & COMPANY

Associate Consultant Intern

Boston, MA
Summer 2003

- Built complex Excel model to determine the financial sufficiency of graduate medical education programs and nursing contracting systems at numerous healthcare facilities

ACTIVITIES

- Languages: Hebrew, proficient
- Enthusiastic skier, hiker, ultimate frisbee and basketball player

Shiba Nemat Nasser

From: Jason Cauthen [jcauthen@MIT.EDU]
Sent: Tuesday, March 11, 2008 10:33 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Cauthen_Jason_Resume_2008_03_10_TA.pdf

I apologize for my late application, I learned only today that the deadline was at COB; and am currently on an internship in California and was unable to include my resume (on my home computer) before now. Thank you for your understanding.

Hello Ms. Nemat-Nasser,

As an LFM, I watched my core team and other members of my ocean struggle through DMD last fall. After taking the LFM equivalent of DMD (Systems Optimization with Professor Gallien – where I received an A+) over the summer, I was excited to help my team core team understand the ideas and concepts that I had found so interesting. When I learned that academic standards prohibited me from providing any help at all, it made me that much more certain that I wanted to be a TA for DMD. I sought out an internship (unlike most LFM internships) that would allow me to be back in school in the fall, and where I had the opportunity use Linear Optimization to solve real problems.

I have tutored or taught throughout my life as a welcome addition to my normal schoolwork or career. In high school, I worked as an "Explainer" at the Exploratorium - a hands on science museum in San Francisco - to help anyone who was interested to understand the exhibits. As an undergrad at Berkeley, I worked in the Student Learning Center as a drop-in tutor for introductory physics, and later led small group problem sessions. While an engineer at a fiber-optic startup in California, I led seminars for line workers to help them understand our customer's priorities, and another set of seminars to help them understand the science that went into building our products. This was not only a lot of fun for me, but also helped empower the line workers to make more substantial decisions and understand the reasoning for those decisions. I have also worked in front of a class as both an SAT and GMAT instructor, and have continued my work as a GMAT instructor while at Sloan.

In each of these experiences, I have derived joy from translating a challenging technical subject into something that anyone can understand. Sloanies are universally smart, but (thankfully) bring diverse experiences and varied skill sets to the classroom. This makes the role of a TA all the more important to ensure that those with less analytical experience are not overwhelmed or lost in a quant-heavy class. I have been lucky enough to have the experience of seeing "the light go on" for students when they suddenly understand something they had previously found very difficult, and would relish the opportunity to experience this again as a TA for DMD.

Thank you,
Jason Cauthen

Jason Cauthen | MIT Leaders for Manufacturing Fellow ([LFM](#))
2009 candidate: [MBA Sloan School of Management](#), [MS Engineering Systems](#)

JASON WESSING CAUTHEN

35 1/2 Essex St, Apt 2
Cambridge, MA 02139
(510) 484 7012
jcauthen@sloan.mit.edu

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA
2007-Present

Candidate for MBA, Candidate for MS in Engineering Systems - June 2009

- *Leaders for Manufacturing (LFM) Fellow*
- *Elected to represent LFM in MIT Sloan Student Senate*
- *Affiliations: LFM New Partners Committee, Supply Chain Club, Tasting Club*

UNIVERSITY OF CALIFORNIA AT BERKELEY

Berkeley, CA
1996-2000

BS, Mechanical Engineering

- *Taught/Tutored Physics at Student Learning Center*
- *Elected to Vice President at Sigma Phi Epsilon Fraternity*
- *Member of Tau Beta Pi Engineering Honor Society*
- *Graduated with Honors: GPA 3.68;*

EXPERIENCE

VERITAS PREP

New York, NY; New Haven, CT; Boston MA; San Francisco, CA
2006-Present

Elite GMAT Test Preparation

GMAT Instructor

- Taught classes of ten to twenty students to improve scores on both the quantitative and verbal portions of the GMAT; Emphasized subject matter over test-taking tricks in order to keep students engaged and classes interesting.
- Developed new question and practice materials
- Conducted one-on-one tutoring

BOOKHAM, INC

Santa Rosa, CA
2003-2006

Manufacturer of optical components, modules, and systems

Product Engineer: Components and Modules

Grew components and modules business from zero to \$4M/year in two years in a down market

- Conducted customer visits as technical expert with Bookham sales team to US and Japan; Assumed direct role on subsequent visits to expand customer understanding of product offering.
- Taught a series of internal seminars for manufacturing technicians about the role of Bookham core technology in the value chain; raised plant-wide understanding of customer priorities to enable technicians to identify critical issues earlier in the production process.
- Led US-Chinese team to develop new products in response to evolving customer requirements; negotiated 20% yearly price reduction on existing products.
- Exercised oversight of Chinese contract manufacturing facilities; conducted site visits 2-3 times per year to assess quality, reliability, and engineering support, as well as to improve relationships through face-to-face meetings with international counterparts.

CIERRA PHOTONICS (ACQUIRED BY BOOKHAM IN 2003)

Santa Rosa, CA
2002-2003

Manufacturer of thin film-based optical filters

Development Engineer: Components and Modules

- Coordinated closely with the engineering and order execution teams of overseas contract manufacturers regarding technical trouble-shooting, specification refinement, scheduling, and logistics.
- Collaborated with engineering teams at new and existing customers to modify products to meet customer needs.

R&D Engineer: Thin Film Filters

2001

- Created new methodologies for the characterization of thin film filters; designed and implemented new optical test equipment and procedures.
- Distributed research findings internally to advance understanding of chip manufacture and assembly technologies.

ACTIVITIES

- International travel: Ireland '07, Thailand/Laos '06, Italy/Croatia '05, Spain '04, Costa Rica '03
- Sports: Basketball, Volleyball, Running, Skiing
- Hobbies: Cooking, Puzzles, Sailing

Shiba Nemat Nasser

From: John Muckle [jmuckle@MIT.EDU]
Sent: Tuesday, March 11, 2008 11:06 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: JM Resume.doc

Hello,

I am excited to apply for the 15.060 Teaching Assistant position. My academic experience has been enhanced by superb TAs, and I would be honored to give back in a similar way. Somewhat unexpectedly, Data, Models, and Decisions was the most fun and interesting course I took during the core semester. As a nontraditional student (a social science background and work experience in executive recruiting), I was nervous that the modeling course would be a challenge. However, the instruction helped me learn the material effectively, and the lessons learned were invaluable for later application in Economics and Finance.

To this position, I bring academic and professional teaching experience. As an undergraduate, I served as an economics tutor and a geography teaching assistant. As an economics tutor, I worked with students one on one to clarify concepts and to repeat material taught in class. As a teaching assistant in the geography department, I led all laboratory classes and held office hours to assist students with lab assignments. In two previous jobs, I created and implemented training programs for new employees. Generally, I developed instructional content and led seminars for groups of 4-6 individuals to teach company policies and procedures.

Best regards,
John Muckle

John G. Muckle
MIT Sloan School of Management
MBA Class of 2009
ph: (617) 372-2098

JOHN G. MUCKLE
62 Jamaica Street #1
Jamaica Plain, MA 02130
617-372-2098
john.muckle@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007-Present

- Co-Organizer of the Board Fellows Program, MIT Sloan Net Impact
- Chair of the Social Events Committee, AdMIT Planning Committee
- Vice President of Speakers, Management Consulting Club

DARTMOUTH COLLEGE

Hanover, NH

A.B. Geography, June 1999

1995-1999

- Elected Member, Green Key Society College Service Organization
- Teaching Assistant, Geography, Economics Tutor

EXPERIENCE

ISAACSON, MILLER, INC.

Boston, MA

Retained Executive Search Firm Serving Nonprofit Organizations

Senior Associate

2005-2007

- Managed client relationships and expectations for clients in the conservation and higher education sectors; clients include Woods Hole Oceanographic Institution, Arizona State University's Global Institute of Sustainability, and Earthwatch Institute International.
- Led search projects for three clients; completed all projects with successful hires on short client deadlines; search feedback indicated that clients would hire the firm again based on my leadership
- Interviewed more than 80 senior executive candidates to assess their capacity to effect change in organizations

Associate

2003-2005

- Teamed with 12 of the firm's 22 partners on the placement of 20 C-level executives; received top rating of "outstanding" on all client satisfaction surveys and partner reviews
- Analyzed financial data, marketing materials, and organizational processes of 30 clients across five distinct industries to discern clients' needs and develop a scope of challenges for a new leader
- Developed creative, results-oriented recruitment strategies for each client through extensive industry research

COMMITTEE TO ELECT HENRIETTA DAVIS

Cambridge, MA

Campaign for Cambridge City Council

Campaign Manager

2003

- Designed the strategic campaign plan that resulted in the candidate's successful reelection bid and achieved an 8% increase in vote totals over previous election results
- Managed two full-time and three part-time campaign employees and 20 volunteers to define target voter segments, execute fund raising campaigns, and manage media relations

EDUCATIONAL TRAVEL ALLIANCE (eTrav)

Boston, MA

Assistant Director/Government Affairs Liaison

2002-2003

- Opened a highly profitable business line in Cuban travel by acquiring a Travel Service Provider license from the U.S. Department of Commerce in three months
- Organized travel tours for cultural exchanges to Cuba
- Managed online curricula for language instruction tours

THE FEDERAL ELECTION COMMISSION

Washington, DC

Senior Compliance Analyst, Compliance Analyst

1999-2002

- Presented compliance cases from the Reports Analysis Division to the FEC Commissioners' Executive Hearings
- Led a staff of 10; mentored and trained new staff on campaign finance law and internal policy

ACTIVITIES AND INTERESTS

- 2004 Orlando Marathon (3:10:39), 2005 Boston Marathon (3:50:44)
- Big Brother Big Sister of America Volunteer, 3-year mentorship of a local 13 year-old

Shiba Nemat Nasser

From: Ali Kirali [akirali@MIT.EDU]
Sent: Tuesday, March 11, 2008 11:18 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Kirali Ali resume 1.pdf

Ms. Shiba Nemat-Nasser,

I am very interested in one of the DMD TA positions. I have previous TA experience in field of econometrics. I majored in Economics at Middle East Technical University in Turkey. As a result of my interest and success in econometrics and macroeconomics courses and my outstanding academic performance, I was chosen by the Department of Economics as a TA for Introduction to Econometrics and Introduction to Macroeconomics courses. As a TA I solved and explained homework exercise sets in the recitation classes of the 2nd and 3rd year students majoring in Economics. I also held office hours. Holding a TA position was regarded as a full semester credit course and I was graded by my students (A both times). In addition to that I taught classes on Corporate Finance as a part of the training program of newly recruited associates at the Securities Exchange Commission of Turkey when I was working there as a Senior Associate.

I am very eager to become a DMD TA because I believe that teaching and interacting with students is in fact another way of learning. I believe the interaction and synergy during recitations and office hours adds more knowledge and skills to what I learn and acquire in the lectures listening to the Professors. I know that I can be a good TA when I think about my previous teaching experience and I want to pass through all the knowledge and experience I gained at DMD classes during my first year at Sloan to the first year students. In addition to these being a TA at MIT Sloan will be one of the highest honors in my life. I hope you will give this chance to me.

Ali Kirali
MIT Sloan School of Management
MBA Class of 2009
akirali@sloan.mit.edu
(617)460-9558

ALI KIRALI
540 Memorial Drive, Apt. 901
Cambridge, MA 02139
1.617.460.9558
akirali@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007-Present

- GMAT: 740
- Member of Finance Club. Member of European Club.
- Awarded merit based Turkish Education Foundation Scholarship amounting \$50,000

MIDDLE EAST TECHNICAL UNIVERSITY (METU)

Master of Science, European Studies

Ankara, Turkey
2003-2007

- Completed Master of Science while working full time at the Securities Exchange Commission of Turkey
- Sponsored for 15 day research visit to Netherlands and Belgium to do research on paper titled "Integration of Securities Markets in EU and Challenges of Integration for Turkish Securities Markets"

MIDDLE EAST TECHNICAL UNIVERSITY (METU)

Bachelor of Science, Economics

Ankara, Turkey
1994-1999

- Ranked in the top 0.4% of the national college entrance exam
- Ranked 4th among 120 students in Class of 1999, GPA 3.73/4.00
- Appeared on Dean's High Honor List in 7 out of 8 semesters
- Teaching Assistant for Econometrics and Macroeconomics courses.

EXPERIENCE

THE SECURITIES AND EXCHANGE COMMISSION OF TURKEY

Senior Associate (2003-2007) in Corporate Finance Department

Ankara, Turkey
2003-2007

- Executed 4 IPOs including the largest IPO of Turkey (Halkbank- \$1.8 bn)
- Performed due diligence on prospectuses of 30 initial and secondary public offerings and M&A transactions
- Supervised capital market activities of 150 publicly held companies (responsible for 25 at a time)
- Analyzed quarterly and yearly financial reports and probed accounting systems of 120 publicly held companies, resulting in pecuniary punishments or legal prosecution in many cases
- Prepared reports detailing all duties performed which were used as the sole decision criterion by the Board
- Led multiple 3-associate teams in conducting on site inspections at publicly held companies
- Aligned Turkish Commercial Code with the European Union's legislation working within a team composed of Turkish and German experts.
- Acted as the direct advisor to C-level executives of many publicly held ISO 500 (Fortune 500 of Turkey) companies on capital markets legislation issues
- Represented Turkey at Sixth Annual OECD-World Bank Global Bond Market Forum in Paris, France- 2004

Associate (1999-2003) at Corporate Finance Department

1999-2003

- Executed 2 IPOs including second largest IPO of Turkey (Turkcell- \$1.7 bn)
- Performed all duties of a Senior Associate under supervision of a Senior Associate
- Promoted to Senior Associate after passing comprehensive finance, accounting and capital markets law examinations
- Recruited as 5th among 1300 top university graduates after a rigorous 2-stage written examination and an interview

TEB INVESTMENT (INVESTMENT BANKING AND BROKERAGE)

Summer Intern

Istanbul, Turkey
Summer 1998

- Assisted dealers at the treasury department and observed functioning of the trading floor and back office
- Increased exposure to financial markets and internal framework of brokerage houses

OTHER

- Authored the book titled "Implementation of Trading Suspensions in the Stock Markets"
- Fluent in English, native Turkish speaker
- Student mentor at METU Alumni Association
- Enjoy playing soccer, sailing, travelling

Shiba Nemat Nasser

From: Alexandra Prieux [aprieux@MIT.EDU]
Sent: Tuesday, March 11, 2008 11:23 PM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Prieux Alexandra Resume 2dec.docx

Ms. Shiba Nemat-Nasser,

I am writing to apply for the position of TA next fall for the DMD class.

I believe that being a TA is a very good opportunity to meet first year student and to develop a network.

Furthermore, as a TA, it is possible to help students go through the core semester, which is an experience sometimes difficult.

As an undergraduate in France, I have had various teaching opportunities. I have helped several high school students preparing for the Baccalaureat in Mathematics, physics and chemistry. However, my most significant and interesting experience in teaching happened when, in my first year of engineering school, I joined a charity called "L'envol".

Each week, a few students from my school spent a few hours in a poor neighborhood located a few miles away from the campus. There, we helped children and teenagers who had problems at school. For example, we could help the youngest read and help the teenagers do their mathematics or English homework. As, each week, we tried to work with the same students, we were able to develop a real connection, encourage and follow the progresses.

You will find herewith my resume. Furthermore, I will be glad to answer any questions.

Regards,

Alexandra Prieux

MIT Sloan School of Management

Class of 2009

Alexandra.prieux@sloan.mit.edu

+1 617 678 3007

No virus found in this outgoing message.

Checked by AVG.

Version: 7.5.518 / Virus Database: 269.21.7/1324 - Release Date: 3/10/2008 7:27 PM

ALEXANDRA PRIEUX
145 Pinckney Street, Apt 617
Boston, MA 02114
617 678 3007
alexandra.prieux@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2009

Cambridge, MA
2007 – Present

- Member of Management Consulting Club
- GMAT: 720 points

ECOLE CENTRALE PARIS

General Engineering, the Ecole Centrale Paris is one of the three best undergraduate schools in France

Paris, France
2002-2005

Majors: Project Management and Energy/Environment

- *President* of the Theater Club in the Ecole Centrale Paris in 2003-2004
- *Project Manager and Finance Officer* of the Student Theater Festival Arrache-Cœur in 2004
Managed of a team of 6 people, communication, budgeting and expenditure follow-up
- *Vice-president* of the Kobudo (Martial Arts) Club, first woman of the club to earn a black belt in December 2004

LYCEE SAINT-LOUIS

Scientific "Classe préparatoire"

Paris, France
1999-2002

Selected among the top 10% high-school students and prepared for the entrance examinations for the engineering schools

EXPERIENCE

ERNST & YOUNG FRANCE

Analyst in the Transaction Advisory Services department

Paris, France
2005-2006

- Earned a position into the Corporate Finance department (Merger & Acquisition consulting)
- Analyzed target companies' financial strengths and weaknesses to advise the clients through the transaction process
- *Transaction Services*: constructed financial statements, performed financial analysis and wrote financial due diligence enabling transactions to happen
- *Restructuring*: developed cash forecasts and mathematical models allowing clients to extend debt and avoid bankruptcy

BPB PLACO

BPB is the world leader in the supply of plasterboard and gypsum plasters and a major supplier of insulation, ceiling tiles and related products for interiors

Paris, France and London, UK

Intern in the Pegasus Project (a \$60M ERP project in Europe and North America)

Summer and Fall 2005

- Created a process to organized training for 300 employees with the Change Management Team
- Managed relations with employees for the Data Team (addressed their needs concerning data cleansing and managed the project the schedule)

CEGELEC SPAIN

Cegelec is an integrator of technological solutions and services; the company designs, installs and maintains systems and sub-systems in industry, infrastructures and the service sector

Madrid, Spain

Intern in the Communication and Development Department

Summer 2004

- Managed relations with subsidiaries in French-speaking countries
- Improved Spanish language skills

THEATRE DU LUCERNAIRE

Summer internship

Paris, France
Summer 2003

- Rotated through all the departments (public relations, control room, etc.)

ACTIVITIES AND INTERESTS

- *Languages*: French, native speaker; English, fluent; Spanish, conversational; German (Goethe Institute Zertifikat Deutsch with a merit in January 2004)
- *Theater*: acting and/or direction of 9 plays and musicals since September 2002; these plays entirely financed the Theater Club activities (theater lessons, costumes, decors, public relation, etc.)

Shiba Nemat Nasser

From: Irina Starikova [irinas@sloan.mit.edu]
Sent: Tuesday, March 11, 2008 11:31 PM
To: dmd_ta@MIT.EDU
Subject: DMD TA position
Attachments: Resume - Starikova Irina 12 03 07.pdf; MS BS Transcript - Irina Starikova.pdf

Ms. Shiba Nemat-Nasser,

I would like to apply for a DMD TA position in the Fall of 2008. Please find below my brief statement of interest. I also attach a resume and academic transcript for my prior education.

Please let me know if you need any further information.

Sincerely,
Irina Starikova

Irina Starikova - Statement of Interest in DMD TA Position for Fall 2008

Why I would like to be a TA for DMD:

The key reason I would like to be a DMD TA is that I very much enjoyed this class last semester. It is one of the most practical classes I have taken in Sloan so far and I would like to help others get the most value out of this class next year.

I was very impressed with the quality of teaching by the DMD team last year. I hope that with my strong educational background in statistics and mathematical modeling, I would be a strong contributor to this team. I have Master's and Bachelor's degrees in Economics, Mathematical Models and Operations Research from Novosibirsk State University in Russia. Both of these programs required a broad set of advanced classes in statistics and modeling (I attach my academic transcript for more details).

Prior teaching experience:

While I don't have any formal teaching experience, I enjoy helping others and have extensive mentoring experience. I believe I have strong communication and interpersonal skills to be a good TA.

At Microsoft, I was on the Finance talent recruiting team and was recognized and sought as a mentor for junior analysts in areas related to financial analysis, due diligence for acquisitions, and project management. Most recently at Sloan, I enjoyed helping core teammates with a number of classes last year. I copy below several references I received from my classmates:

- *Saptarshi, core teammate: "I think you will be a good TA because of the two strong reasons: 1. Strong quantitative grounding and good performance in the DMD course last fall. 2. Patience and commitment in coaching peers (as evidenced during our core team experience together)."*
- *Katie, classmate: "During the early part of the semester when I was having difficulty grasping some of the challenging content in the [economics] course, Irina took the time to sit down with me, to explain key concepts, and to go through problem sets prior to the midterm. I believe Irina would provide similar value to students in next year's incoming class, walking them through difficult problem sets and helping each individual grasp the course content in a more meaningful way. Irina is diligent, insightful, and smart."*

- *Vitaly, classmate: "I saw that Irina volunteered to help out a group of students that could not solve a problem. These students were not in her study group. Irina patiently explained all concepts to them till the last student in the group understood the material. Patience and willingness not to leave anybody behind are extremely important qualities for a TA. "*

From: owner-mba09@sloan.mit.edu [mailto:owner-mba09@sloan.mit.edu] **On Behalf Of** Anna Piccolo
Sent: Thursday, March 06, 2008 10:13 AM
To: mba09@sloan.mit.edu
Subject: Call for Applications for DMD TA position

To all first-year MBA students:

The "Data, Models and Decisions" (DMD) teaching team invites applications for several TA positions for the course in the coming Fall, 2008.

If you are interested in one of the TA positions, please send an e-mail note with subject "DMD TA Position" to Ms. Shiba Nemat-Nasser (dmd_ta@MIT.EDU) no later than Tuesday, March 11. In the body of the email, please indicate why you want to be a TA for DMD, and comment on any particular teaching experience that you have had. Attach an electronic version of your resume to the e-mail.

Based on your responses, we will invite a few candidates for an interview. We will contact those whom we would like to interview by Friday March 14.

We look forward to hearing from you,

Professors Gamarnik, Levi, Perakis

please reply with:
Subject: DMD TA Position
to: dmd_ta@MIT.EDU

IRINA STARIKOVA

60 Wadsworth St, apt 04C

Cambridge, MA 02139

1(425) 894-5800

irinas@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2009

2007 – Present

- Director of marketing for the MIT Venture Capital Conference, a leading industry event with 400-500 in attendance
- Director of VC speakers, MIT Venture Capital and Private Equity Club
- Organizer of the MIT 100K Business Plan Competition: project manager for special events
- GMAT: 760

NOVOSIBIRSK STATE UNIVERSITY

Novosibirsk, Russia

MA in Economics, June 2001

1995 – 2001

BA in Economics, Math Modeling and Operations Research, June 1999

- Awarded government scholarships for academic achievement in both programs (top 10% of the class)
- GPA: 4.7/5.0 (MA), 4.8/5.0 (BA)

EXPERIENCE

MICROSOFT CORPORATION

Redmond, WA

Intellectual Property Acquisitions and Licensing

2005 – 2007

Business Development Manager

- Managed cross-functional deal process to execute 12 acquisitions with budgets ranging from \$100K to \$20M
- Evaluated over 50 intellectual property acquisition/licensing opportunities and presented proposals to senior management in legal, finance and business groups
- Trained and supervised two junior analysts
- Conducted an extensive analysis of over 2,500 patent litigations in the technology industry and presented results to senior management, which resulted in changes to Microsoft's patent filing and patent cross-licensing strategies
- Received the 2006 Finance Excellence Award "For Business Insight" from Microsoft's CFO

Corporate Financial Planning and Analysis

2004 – 2005

Product Manager

- Analyzed and documented corporate business review processes to design internal business intelligence solutions
- Coordinated cross-functional work with several IT development teams to implement business intelligence systems for over 2,000 mid- and senior-level managers in 80 countries
- Led a virtual team of 10 to improve quality of design documentation and implement flexible project plans, which contributed to a significant improvement in quality of data reported through the systems and increased user satisfaction to 90%
- Recognized by VP of Corporate Financial Planning and Analysis for the quality of implemented systems

BERKELEY CAPITAL PARTNERS

Moscow, Russia

\$50M venture fund established by the European Bank for Reconstruction and Development

2000 – 2003

Associate

- Provided preliminary analysis of over 100 proposals from a wide range of industries and presented my recommendations to partners and senior overseers from the European Bank
- Conducted extensive due diligence and deal structuring of 3 investments in retail and services ranging from \$1-5M
- Built relationships with mid-level management of portfolio companies to monitor financial/operational performance
- Facilitated selection and engagement of external consultants with project budgets of up to \$100K
- Served on the boards of directors of two portfolio companies and actively participated in the board meetings of the firm's largest investment: a retail startup which grew to \$1B in revenues in four years

ACTIVITIES & INTERESTS

- MIT Enterprise Forum of the Northwest – led teams of 8-12 volunteers to organize series of speaker events with 150-400 in attendance (2004 – 2007)
- American Red Cross, Seattle Chapter –International Services Program volunteer (2005-2007)
- Fluent in Russian, working knowledge of German and French
- Competitive paragliding pilot and beginner alpine climber

<div>Not valid without diploma</div>	<p>Name: Starikova, Irina Anatolievna</p> <p>Date of Birth: May 23, 1978</p> <p>Prior education document: Diploma of higher education, Specialist, 4 years</p> <p>Entrance Examinations: Passed</p> <p>Enrolled in: 1999, Novosibirsk State University</p> <p>Completed Education in: 2001, Novosibirsk State University</p> <p>Standard full time education period: 2 years</p> <p>Department: Economics</p> <p>Specialty: Economics, Management and Industrial Informatics</p> <p>Term Project: in Economics, 5 (excellent)</p> <p>Practical Training:</p> <div> <div>Research Project, 23 weeks, 5 (excellent)</div> <div>Research Project, 4 weeks, 5 (excellent)</div> </div> <p>Final State Examination: in Economics, 4 (good)</p> <p>Thesis paper: Master's degree thesis "Venture Capital: Strategic Analysis and Evaluation", 5 (excellent)</p> <p>This diploma allows practice of the profession in accordance with completed education and awarded qualification</p> <p><i>This document contains 2 sheets</i></p>	<p>RUSSIAN FEDERATION</p> <p>CITY OF NOVOSIBIRSK</p> <p>NOVOSIBIRSK STATE UNIVERSITY</p> <p>Addendum to Diploma</p> <p># AVM 0029713</p> <p>Registered as # 229</p> <p>issued on June 22 2001</p> <p>According to the Decision of the State Examination Board,</p> <p>on <i>June 13, 2001</i>,</p> <p>awarded a Degree of</p> <p>Master of Sciences in Economics</p> <p>President of the University <i>[Signature]</i></p> <p>Department Dean <i>[Signature]</i></p> <p>Secretary <i>[Signature]</i></p> <p>[Round Seal of the Novosibirsk State University]</p> <p><i>Sheet 1</i></p>
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<i>Not valid without diploma</i>	She/he has passed all examinations and tests in the following subjects:		
	<i>Subject</i>	<i>Total Number of Hours</i>	<i>Final Grade</i>
	International Private Law	75	Passed
	Investment Project Analysis	45	Passed
	Accounting	80	Excellent
	Accounting for Commercial Organizations	22	Passed
	Introduction to Management Accounting	22	Passed
	Government Regulation of the Economy	140	Excellent
	Civic Defense	62	Passed
	Business Games	45	Passed
	Monetary Theories	42	Passed
	Foreign Language (English, advanced level)	584	Excellent
	History of Russia	90	Excellent
	History of Cultures	45	Passed
	History of Philosophy	68	Excellent
	History of Economic Theories	117	Excellent
	Monetary Systems	80	Excellent
	Linear Algebra	112	Excellent
	Macroeconomics	90	Excellent
	Macroeconomics III	72	Excellent
	Mathematics for Economists	80	Good
	Mathematical Economics	81	Good
	Mathematical Models in Economics	162	Good
	Mathematical Analysis	258	Good
	Mathematical Programming	90	Excellent
	International Economics	72	Excellent
	International Law	40	Passed
	Interregional Economics in Russia	68	Good
	Methodology of Economics	45	Passed
	Methods of Economic Analysis	135	Excellent
	Microeconomics III	81	Good
	International Economics	90	Excellent
	Models and Methods of Applied Analysis	135	Excellent
	Taxation and Tax Reporting	40	Passed
	National Accounting	90	Excellent
	General Economic Theory	170	Excellent
	Fundamentals of Informatics	170	Excellent
	Fundamentals of Marketing	60	Passed
	Fundamentals of Management Science	40	Excellent
	Fundamentals of Law	85	Passed
	Fundamentals of Probability Theories and Mathematical Statistics	148	Excellent
	Political Leadership in 20 th Century	40	Passed
	Politology	40	Good
	Applied Economic Analysis	72	Excellent
	Problems of Siberian Economy	90	Excellent
	Problems of Modern Russian Economy	72	Excellent
	Management Psychology	40	Passed
	Business Psychology	40	Passed
	Urban Sociology	80	Passed
	Industrial Markets Theory II	72	Good
	Technological Progress	68	Passed
	Enterprise Management	90	Excellent
	Region Development Management	72	Excellent
	Physical Education	340	Good
	Philosophy	108	Excellent
	Financial Economics	63	Good
	Finance and Credit Systems	72	Good

She/he has passed all examinations and tests in the following subjects:

**Addendum to Diploma
(Continued)**

AVM 0029713

Registered as # 229

Subject

***Total Number
of Hours***

Final Grade

Regional Economics and Distribution of Production Resources

80

Excellent

Econometrics

251

Excellent

Enterprise Economics

112

Excellent

Transitional Economics

68

Excellent

Labor Economics

72

Good

History of Economies

68

Excellent

Economic Sociology

56

Excellent

Economics of Entrepreneurship

40

Passed

Environmental Economics

81

Excellent

Total

6117 (4428)

[Signature]

[Round Seal
of the
Novosibirsk
State
University]

<div>Not valid without diploma</div>	<p>Name: Starikova, Irina Anatolievna</p> <p>Date of Birth: May 23, 1978</p> <p>Prior education document: Certificate of secondary education</p> <p>Entrance Examinations: Passed</p> <p>Enrolled in: 1995, Novosibirsk State University</p> <p>Completed Education in: 1999, Novosibirsk State University</p> <p>Standard full time education period: 4 years</p> <p>Department: Mathematical Methods and Operations Research in Economics</p> <p>Specialty: Econometrics</p> <p>Term Project:</p> <div> <p>General Economic Theory, 5 (excellent)</p> <p>Enterprise Economics, 4 (good)</p> <p>Mathematical Methods in Economics, 5 (excellent)</p> </div> <p>Practical Training: Pre-diploma research, 9 weeks, 5 (excellent)</p> <p>Final State Examination: in Economics, 4 (good)</p> <p>Thesis paper: “Direct Foreign Investment Decisions”, 5 (excellent)</p> <p>This diploma allows practice of the profession in accordance with completed education and awarded qualification</p> <p><i>This document contains 1 sheet</i></p>	<p>RUSSIAN FEDERATION</p> <p>CITY OF NOVOSIBIRSK</p> <p>NOVOSIBIRSK STATE UNIVERSITY</p> <p>Addendum to Diploma</p> <p># BVS 0675037</p> <p>Registered as # 107</p> <p>issued on June 11, 1999</p> <p>According to the Decision of the State Examination Board,</p> <p>on <i>June 1, 1999</i></p> <p>awarded a Qualification of</p> <p>Economist-Mathematician</p> <p>President of the University <i>[Signature]</i></p> <p>Department Dean <i>[Signature]</i></p> <p>Secretary <i>[Signature]</i></p> <p>[Round Seal of the Novosibirsk State University]</p> <p><i>Sheet 1</i></p>
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<i>Not valid without diploma</i>	She/he has passed all examinations and tests in the following subjects:		
	<i>Subject</i>	<i>Total Number of Hours</i>	<i>Final Grade</i>
	International Private Law	75	Passed
	Accounting	80	Excellent
	Accounting for Commercial Organizations	23	Passed
	Introduction to Management Accounting	23	Passed
	Government Regulation of the Economy	140	Excellent
	Civic Defense	63	Passed
	Business Games	45	Passed
	Monetary Theories	43	Passed
	Foreign Language (English, advanced level)	457	Excellent
	History of Russia	90	Excellent
	History of Cultures	45	Passed
	History of Economic Theories	135	Excellent
	Monetary Systems	80	Excellent
	Linear Algebra	113	Excellent
	Macroeconomics	90	Excellent
	Mathematics for Economists	80	Good
	Mathematical Models in Economics	162	Good
	Mathematical Analysis	258	Excellent
	Mathematical Programming	90	Excellent
	International Law	40	Passed
	Interregional Economics in Russia	68	Good
	Methods of Economic Analysis	135	Excellent
	International Economics	90	Excellent
	Models and Methods of Applied Analysis	135	Excellent
	Taxation and Tax Reporting	40	Passed
	National Accounting	90	Excellent
	General Economic Theory	170	Excellent
	Fundamentals of Informatics	170	Excellent
	Fundamentals of Marketing	60	Passed
	Fundamentals of Law	85	Passed
	Fundamentals of Probability Theories and Mathematical Statistics	148	Excellent
	Political Leadership in 20 th Century	40	Passed
	Politology	40	Good
	Problems of Siberian Economy	90	Excellent
	Management Psychology	40	Passed
	Business Psychology	40	Passed
	Technological Progress	68	Passed
	Enterprise Management	90	Excellent
	Region Development Management	72	Excellent
	Physical Education	340	Good
	Philosophy	108	Excellent
	Finance and Credit Systems	72	Good
	Regional Economics and Distribution of Production Resources	80	Excellent
	Econometrics	170	Excellent
	Enterprise Economics	113	Excellent
	Transitional Economics	68	Excellent
	Labor Economics	72	Good
	History of Economies	68	Excellent
	Economic Sociology	56	Excellent
	Economics of Entrepreneurship	40	Passed
	Environmental Economics	81	Excellent
	Total	5064 (3856)	

Shiba Nemat Nasser

From: Jon Potter[jonathan.o.potter@gmail.com]
Sent: Wednesday, March 12, 2008 12:02 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position
Attachments: Jonathan Potter - DMD TA Resume.pdf

Dear Shiba,

I am applying to be a DMD teaching assistant because I am interested in the subject, enjoy working with other students, and am fundamentally motivated to contribute to the communities of which I am a part. Through the first semester here at Sloan, as well as past academic experiences, I have seen first-hand the impact that a TA can have on a student's academic experience. TAs must be knowledgeable about the subject matter, able to clearly communicate the content, and responsive to students. I believe that I have a relative strength in all three of these areas and that serving as a DMD TA will be an impactful way for me to contribute to the MIT Sloan community. My teaching experience has consisted mostly of informal experiences at work and as a student. Thank you for your consideration of my application.

Best,
Jon

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Jon Potter
MIT Sloan School of Management
MBA Candidate, Class of 2009
jpotter@sloan.mit.edu

JONATHAN POTTER

14 Suffolk St. #1
Cambridge, MA 02139
(202) 297-1094
jpotter@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2007 - Present

Candidate for MBA, June 2009

- Recipient, Peer Recognition Award for contributions to the MIT Sloan community
- Selected as a McKinsey Award finalist for achievements in leadership and service
- Elected Co-President of Net Impact
- GMAT: 780

TUCK SCHOOL OF BUSINESS

Hanover, NH
Summer 2004

Business Bridge Program

- Elected valedictorian by 130 classmates for superior performance and contributions to the academic community

DARTMOUTH COLLEGE

Hanover, NH
1997-2001

Bachelor of Arts in Economics and Applied Mathematics

- GPA 3.71/4.00 - Top 15% of Class – Academic achievement citations in Economics and Physics
- Received Grace and James S. Parkes 1920 Prize as the graduating senior with “a demonstrated record of concern for others and the personal qualities of kindness, good fellowship, and respect”
- Elected by 1,100 classmates to serve as sophomore class president
- Received "Balanced Man Award," presented to two freshmen for records of leadership, service, and academics

EXPERIENCE

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Support Professor Richard Locke’s research on supplier responsibility

Research Assistant

Summer 2007

- Conducted research on the International Labor Organization’s Factory Improvement Program in South Asia
- Initiated research on the sugarcane industry for a project with the Coca Cola Company

BREWER AND NYBORG CONSTRUCTION

Franconia, NH

Start-up small-scale construction business that specializes in custom residential homes

Carpenter

2006-2007

- Worked in team of four to finance, design, and build two homes with combined value of over \$800,000
- Offered start-up expertise to support development of the company, participated in physical home construction

THE DREAM PROGRAM, INC.

Winooski, VT

Non-profit youth mentoring organization pairing college students and children in low-income housing to provide new experiences and opportunities

Founding Executive Director

2001-2005

Business Development

- Replicated program model on six college campuses and eight program sites to serve 200 children
- Raised \$250,000 annual budget through grants, private donors, and earned income
- Built accounting, risk management, evaluation, staff management, and information systems
- Purchased 50-acre property and initiated its development into residential summer camp

Leadership

- Led DREAM to receive award as Vermont’s Outstanding Mentor Program in 2003 and 2004
- Managed organization of 9 employees, 10 additional summer employees, and 200 volunteer mentors
- Developed and implemented succession plan to transition sustainable organization to new leadership

Entrepreneurship

- Transformed student organization into independent non-profit organization
- Developed business plan, presented plan to key stakeholders, and secured seed funding of \$30,000

ACTIVITIES

- Led a group of American high school students on trip through South Africa to learn about HIV/AIDS
- Worked with youth in the townships around Cape Town, South Africa to develop water issues program
- Led high school students on hiking trips through Colorado
- Worked on a kiwi fruit orchard in New Zealand and hiked four of the South Island's six "Great Walks"

Shiba Nemat Nasser

From: Jordan Lee [jordanlee@sloan.mit.edu]
Sent: Wednesday, March 12, 2008 12:42 AM
To: dmd_ta@mit.edu
Subject: DMD TA Position

Dear Ms. Shiba Nemat-Nasser,

I am writing to you to apply for the DMD TA Position. During the core, the DMD class content struck a chord with my background in Computer Science (and statistics). I enjoyed learning, understanding and applying the statistics and mathematics concepts from my past into every-day business problems.

After working with my fellow core teammates and classmates on the DMD assignments and preparations through the core, I feel confident that I will be able to provide value to the incoming class of students. In my past workplace, I have successfully led demonstrations and instructional lectures to both my team and a cross-functional mix of personnel. Although I do not have a typical teaching background, I have also taught snowboarding for 5 years and was also responsible for teaching others to become instructors.

I respect the great assistance my fellow classmates and I have received this past semester and would very much like to pay it forward. Thank you for your time and consideration.

Regards,

Jordan Lee
jordanlee@sloan.mit.edu
MBA Class of 2009
MIT Sloan School of Management