

ANDRÉ JACOBUS HAMMAN

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2010, Cumulative GPA 4.8

2008 - Present

- Completed a project for the United Nations Development Program and Millennium Promise in Africa
- Vice President MIT Sloan Africa Business Club building knowledge of Africa by speaker and conference programs
- Member Sloan General Management Club and Venture Capital & Private Equity Club
- Participant in Entrepreneurship and Innovation Track, with a strong interest in emerging markets

SECURITIES INSTITUTE OF AUSTRALIA

Sydney, Australia

Graduate Diploma in Applied Finance and Investments, Distinction average

2002 - 2003

UNIVERSITY OF SYDNEY

Sydney, Australia

Bachelor of Commerce (Economics and Finance), Distinction average

1997 - 2001

Bachelor of Engineering (Telecommunications), First Class Honors

- Graduated 3rd out of 200 students in my course, placed on the Dean's list (top 15%) in every year of my studies
- Awarded one of five scholarships recognizing "Superior Scholastic Attainments and Outstanding Academic Merit"

EXPERIENCE

CLICK DIAGNOSTICS

Cambridge, MA and Kigali, Rwanda

Business Development Manager

Summer 2009

MIT/Harvard startup and MIT100K winner that enables health care in remote areas with a mobile phone health platform.

- Identified with the Rwandan Permanent Secretary of Health and her senior team the potential for a Rwandan pilot
- Developed ClickDiagnostics' strategy defining their vision, competitive advantage and optimal business model

BOOZ & COMPANY

Sydney, Australia

Associate

2004 - 2008

Developed growth strategies, redesigned operating models and optimized operations for senior management in 8 industries. Built detailed expertise in Business Strategy and Operations, sample projects included:

Developed the growth and distribution strategy for a major rural Bank in Australia

- Defined competitive advantage, customer value proposition and most desired target markets
- Created a new national distribution model to manage a loan book of \$2.4b, incl. front and back-end capabilities

Redesigned the operating model of a major Insurer in Australia

- Led the redesign of claims lodgment, segmentation, case management and provider management
- Conducted complex analytics to identify and quantify operating changes, which resulted in annual savings of \$12m

Optimized the operations of a global Oil & Gas company for one of their facilities in South East Asia

- Built a detailed performance baseline of the business unit in scope and reviewed performance versus targets
- Identified specific opportunities to reduce 428 well days of deferred oil production with senior client staff

DELOITTE

Sydney, Australia

Strategy and Operations Consultant

Apr - Oct 2004

Optimized the line operations of a major airline with a \$260m cost base by working with management for half a year.

- Improved access to parts, decentralized tools and mobilized systems by reconfiguring policy, organizational units, information flows and physical setup, which increased base maintenance labor productivity by 12%

POYNTON AND PARTNERS / GEM CONSULTING

Sydney, Australia

Business Analyst

2002 - 2004

Advised management in 5 industries while at a consulting firm started by McKinsey staff, sample projects included:

Valued the target of a hostile takeover for a major Consumer Food Company with \$670m of retail sales in Australia

- Conducted detailed analysis of potential revenues, costs and synergies to value the target company
- Identified post acquisition scenarios and assisted with development of the acquisition strategy

Designed a KPI model for a global Mining company's facility with a \$205m cost base in Columbia

- Developed a model with five layers of process depth to show the impact of operational KPIs on EBIT
- Assisted with model integration, seeing it become the primary tool for monthly performance/cost analysis

OTHER

- Management team advisor and ground coordinator for StreetTeams a non-profit organization (2004-2008)
- Youth group leader in a youth group of 300 people, youth event facilitator and youth camp leader (1997-2001)
- Native South African, work experience in: Australia, South America, South East Asia, Africa and North America
- Languages: fluent Afrikaans, conversational Spanish and beginner German and French