

MICHAEL BRONSTEIN

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2010

Cambridge, MA
2008 – Present

- Elected to Sloan Senate, representing cohort of 65 students; elected VP of facilities committee
- Developed marketing strategy for product launch at national restaurant franchisor through MIT MarketLab
- VP of Management Consulting Club, member of Marketing Club

CORNELL UNIVERSITY, COLLEGE OF ENGINEERING

Bachelor of Science in Operations Research and Industrial Engineering

Ithaca, NY
1999 – 2003

- Executive Board Member, Alpha Epsilon Pi Fraternity

EXPERIENCE

LIBERTY MUTUAL GROUP

MBA Intern, Personal Markets

Boston, MA
Summer 2009

- Analyzed organizational restructuring proposal by conducting staffing analysis to assess financial and HR impact
- Delivered training and coaching to 60 experienced front-line property adjusters and managers in support of national rollout of revised claims handling strategy
- Identified \$500K loss reduction opportunity through more efficient use of outside vendor

SOUTHERN WINE & SPIRITS OF AMERICA, INC.

Largest wine and spirits distributor in U.S., with 12,000 employees and annual sales of \$8B

Manager, Strategic Programs Group

Miami, FL
2005 – 2008

Strategy and Business Development

- Advised senior leadership on growth and partnership opportunities; conducted analysis of competitive landscape used to create a new joint venture
- Supported new business acquisition and market entry; footprint grew from 21 to 38 states during tenure
- Managed research study in partnership with Cornell University to analyze restaurant wine lists; findings used to develop more effective wine lists that increase sales and published in *Wine & Spirits Daily*

General Management

- Identified and presented 15% savings opportunities for indirect goods and services categories; gained approval and managed cross-divisional strategic sourcing pilot project capturing \$500K savings
- Partnered with senior director to improve inventory turns by 10%; identified root causes of excess inventory and coordinated across 14 divisions to implement strategies for inventory reduction
- Structured and built operational and financial analyses that enabled more informed decisions; results presented at supplier meetings and semi-annual meetings attended by 40+ division general managers
- Improved sales and analytic tools by redefining classification methodology for 80,000 wine and spirits SKUs

Organizational Development

- Eliminated \$4M annual cost by conducting sales force effectiveness study and creating resourcing plan
- Instituted and coordinated group's first formal internship program; recruited and managed four interns

TIGRIS CONSULTING (ACQUIRED BY VERTICALNET, INC.)

Boutique supply chain management consultancy, specializing in spend analysis and strategic sourcing

Senior Consultant (promoted from Consultant)

New York, NY

2003 – 2005

- Saved \$90M through sourcing and logistics improvements at major food distributor; conducted spend diagnostic and provided category analysis to five sourcing teams
- Identified \$2M savings opportunity across marketing categories for biopharmaceutical client using spend analysis
- Appointed as spend management lead; advised four project teams on best practices to enhance product configuration
- Planned and executed implementation of software to analyze procurement data housed across multiple systems

PERSONAL

- Big Brothers Big Sisters – mentored and tutored elementary school student for two years in Florida
- Sports enthusiast – play competitive soccer for MIT Sloan club team; 12-handicap golfer
- Interests include wine, food, travel (recently spent 3 weeks traveling through Asia)