

MICHAEL A. IRWIN

1206 Cambridge St, Apt 2
Cambridge, MA 02139
585-749-9557
mirwin@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, Class of 2010

Cambridge, MA
2008-Present

- VP of Finance & Fundraising for Biomedical Business Club, Member of Venture Capital & Private Equity Club
- Member of MIT Sloan's 1st place team in Carnegie Mellon's International Operations Case Competition, 2008
- Project team member for Novartis, determining the effectiveness of its drug discovery training department
- Intern for Siemens Venture Capital Medical Solutions, assessing technologies for circulating tumor cells detection
- GMAT 750 (98th percentile)

CORNELL UNIVERSITY

B.S. degree in Biology, cum laude

Ithaca, NY
1996-2000

- Tau Epsilon Phi Fraternity: Social Chair, Scribe, Rush Chair
- Biology Student Advisor: Selected by Cornell's Biology department
- Volunteer Emergency Medical Technician

EXPERIENCE

GENZYME CORPORATION

Business Development, Oncology & Multiple Sclerosis Group

Cambridge, MA
Summer 2009

Business Development MBA Intern

- Valued and analyzed a potential \$1B acquisition
- Engaged in integration planning and analysis for a recently acquired international portfolio
- Evaluated new market opportunities for expanding into new indications

LIBERTY MUTUAL INSURANCE COMPANY

Corporate Strategy & Research Department - internal strategy consulting division

Boston, MA
2007-2008

Consultant

- Developed sales force integration planning model for a \$6B acquisition
- Assessed viability of 20 potential international acquisition targets

Senior Associate Consultant

2006-2007

- Developed updated risk assessment model for surety bond underwriting division to measure credit risk of construction contractors. New model resulted in a 26% increase in accuracy
- Identified \$3M in savings for Liberty's largest commercial auto customer by targeting driver safety monitoring and training to reduce auto accident losses

Associate Consultant

2004-2006

- Identified \$15M in commercial insurance division expense reduction opportunities through competitive benchmarking
- Analyzed the effects of catastrophe trends on loss exposure, thereby identifying attractive risk/reward profile regions in the U.S. commercial property market

MARS & CO

Business Strategy Consultancy

Greenwich, CT
2000-2003

Associate Consultant

- Provided strategic research to leading companies in the following industries: Health Insurance, Soft Drinks, Tire & Rubber, Cement, Water Utilities, and Industrial Chemicals
- Developed cash flow projections for municipal water utility service contracts to target high-profitability segments, while minimizing exposure to unfavorable markets
- Conducted new market entry analysis for cement manufacturing client by calculating regional market size, quantifying competitor concentration, and surveying potential customers

ACTIVITIES AND INTERESTS

- Sailing, Kung Fu, and Travel (traveled to 20 countries on 5 continents, and lived in Florence, Italy for 6 months)