

Farhan Ahmad
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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Emphasis in Finance and Renewable Energy

Indian Institute of Technology, Kanpur

B.Tech. in Chemical Engineering, May 1998

- Senator and Finance committee coordinator
- Runner-up Technology Olympiad at India's largest technology olympiad

EXPERIENCE

1999- Present
2007-Present

Applied Materials Inc

Santa Clara, CA

Solar Business Group

Global Product Manager, cSi Products

- Analyzed the market for solar market. Worked on developing a strategy for Applied Materials crystalline solar products. Recommendation for developing a specific new product targeting \$500million per year market adopted as a top priority project for the division
- Pitched Applied Materials products to CTO's and senior executives at Solar manufacturing companies. Successfully engaged 2 leading customers for joint development projects for next generation of Solar cells.

2006-2007

Planarization Division, Silicon Semiconductors Group

Global Product Manager, Polisher

- Oversaw more than 15 continuous projects from engineering design to manufacturing cut-in. Reduced the cost of the system by more than \$50,000 by developing a new supplier strategy.
- Oversaw beta release of a new product that generated Return of Investment of more than 110%, managing all aspects of product release. Managed a cross-functional team of more than 20 members spread over 3 countries.
- Prepared business proposal for developing a product targeting the Thin Film Head used in Hard drive industry and successfully introduced product at Western Digital.

2003-2006

Gapfill Division, Silicon Semiconductors Group

Key Account Technologist - Asia

- Led team of engineers to develop processes used in semiconductor manufacturing at almost all leading semiconductor fabs. Developed Processes for productivity improvement and low contamination that led to market share increase of 20% at Samsung and 30% at Toshiba. Filed 3 US Patents. (1 Granted)
- Primary Technologist for key accounts in Korea, Japan and Singapore that represented more than \$200million revenue per year. Customer facing role involved engaging CTO and R&D director level customers for new product introductions and product performance issues.

1999-2003

Applied Materials South East Asia Pte Ltd

Singapore

Lead Process Engineer, Chartered Account

- Managed the process support team to provide 24 X 7 support to customers
- Led development of joint programs with customer.

ADDITIONAL

Interests: Hiking; Chess; Cricket; Scuba Diving.

Personal traits: Diligent, Hard working, Client focused, Business driven. Analytical.

Shai Alfandary

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Education

University of California at Berkeley, Walter A Haas School of Business
MBA, 2007 - 2009

- Emphasis in Marketing and Entrepreneurship
- Participated in 3 marketing challenges: for Whirlpool, Braun and Disney
- President of the Jewish Business Club; Led a business trip of students to Israel

Tel Aviv University, Fleischman Faculty of Engineering

M.Sc and B.Sc in Industrial Engineering, 1996 – 2002

- Thesis on Collaborative Supply Chains; Additional Management Track of Studies
- Selected for a Direct Trend Towards M.Sc for Outstanding Students

Experience

- 2008 - Present** **Freelance Advisor for Startups** Berkeley, USA
- Worked with software startups to develop business plans and prepare for seed investment
 - Identified by a Standard & Poor business as a thought leader on SaaS in the Software Industry
- Summer 2008** **Salesforce.com** San Francisco, USA
- Platform Strategy Manager** (Internship)
- Researched market and developed the go-to-market strategy for firm's on-demand platform. Created evaluation tools to identify customers' value. Presented plan to President.
 - Engaged in 2 partnership deals; wrote the sales pitch and pitched message to 4 prospective customers
 - Developed a pricing model for platform's portfolio of services; analyzed cost structure and competitors
- 2004 – 2007** **SAP** (Research & Breakthrough Innovation Unit) Ra'anana/Waldorf, Israel/Germany
- Head of an SCM Product Definition Group (2005-2007), Process Architect (2004-2005)**
- Established and led an international team of 6 solution managers for the on-demand (SaaS) product line
 - Owned the roadmap of the product from inception to introduction to the \$7B SCM market
 - Analyzed market requirements and wrote concepts for distribution, warehousing, and manufacturing
 - Initiated internal innovation process to create revenue-generating opportunities for SAP
 - Served as a member of the leadership team of the Supply Chain Management line of business in Israel
 - Hold 19 patents; awarded for "Exceptional Creativity, Immense Ingenuity...Passion and Commitment"
- 2004** **Ness Technologies** (Outsourcing group) Tel Aviv, Israel
- Chief Architect**
- Supervising professionally an outsourcing site of 70 IT engineers and dozens of IT projects
 - Authored proposals for information systems to fit customer's business needs
- 2000 – 2003** **YES Satellite TV** (MIS Division) Kfar Saba, Israel
- Head of Customer Care Applications (2002-2003), Project Manager (2000-2001)**
- Co-led the establishment of a new IT Unit during the start up stage of the company; Managed over 10 IT specialists and subcontractors
 - Led division's eBusiness strategy, resulted in a 70% reduction in time to market new TV services
 - Managed projects for Siebel CRM, Billing, SOA, Self Provisioning, field and sales force automation
- 1997 – 2000** **NICE Systems** (MIS Division) Ra'anana, Israel
- Systems Analyst (1998-2000), Helpdesk Support (1997-1998)**
- Implemented Vantive CRM modules for Customer Support and Helpdesk Units
 - Led definition of managerial KPIs and planned working processes to reduce mean repair time by 30%
- 1993 – 1996** **Israeli Intelligence Force**
- Developed and operated Signal Intelligence and data communication systems
 - Awarded a Certificate of Excellence granted to less than 2% of Intelligence Units
- Additional**
- Volunteered to teach industrial engineering to students from underprivileged educational background
 - Speak English, German and Hebrew

ROSSANNA ARANIBAR

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EDUCATION

MBA, May 2009, Walter Haas School of Business, University of California at Berkeley, emphasis in Global Management.

BS Business Administration, Universidad Ricardo Palma, Peru, 2000. Ranked 1st in class.

BA Advertising Communications, Instituto Peruano de Publicidad, Peru, 1995. Ranked 1st in class.

HIGHLIGHT

Eight years of consumer and shopper marketing experience successfully leading introduction and growth of American brands into Europe, Latin America and US-Hispanic markets.

EXPERIENCE AND ACHIEVEMENTS

2006- BARE ESCENTUALS (*Worldwide leading mineral make-up company*) San Francisco, CA

Present Global Senior Brand Manager (2007-Present), Global Brand Manager (2006-2007)

Develop short and long-term business strategies, branding programs and sales/expense projections for a portfolio of skin care and cosmetic brands in Europe. Managed team of two associates on execution of consumer intelligence, product innovation, sales forecast, demand planning, consumer promotion, merchandising and brand profitability. Managed P&L of \$64M.

- Key marketing contributor to planning strategy and execution of bareMinerals® launch in UK and France, becoming the #1 Foundation and the #4 Cosmetic brand in Sephora Europe within two years.
- Built acquisition and loyalty strategy for distributors in Scandinavia and Australia resulting in revenue growth of 34% year over year, EBITDA growth of 19% in 3 years and customer's sales CAGR of 100%+

2005- JARDEN CORPORATION (*Global leading provider of niche consumer products*) San Francisco, CA

2006 Product Manager – International (position relocated to Miami)

Managed product life cycle of FoodSaver®, home vacuum packaging system, for distribution in Asia, Western Europe, Latin America, and Australia through web, home-shopping and infomercial channels.

- Developed a unique manufacturing process with suppliers in China, Korea and Taiwan to reduce turnaround time of assembly solutions by 25%, leading to simultaneous launches in Japan, Australia, Peru, Colombia.
- Led a cross-functional team of engineering, procurement, legal, marketing and local sales members to develop product innovation in Latin America resulting in additional 30% in revenue.

2004- LEAPFROG ENTERPRISES, INC. (*Developer of educational toys*) Emeryville, CA

2005 Associate Brand Manager – International (position eliminated)

Developed and implemented promotional programs for the infant, toddler and preschool categories in the U.S. Hispanic and Latin American markets. Managed Spanish language and bilingual product development. Drove scope, timeline and development of LeapFrog En Español website launch. Conducted competitive analysis, consumer research, financial modeling to identify brand-building opportunities.

2003- TV AZTECA (*The second largest Mexican broadcast television network*) San Francisco, CA

2005 Senior Account Manager

Consulted client's multicultural marketing staff on media plans targeting the US-Hispanic consumer.

1998- MOSONA DE ARANIBAR S.R.L., (*Start-up company of Fotosticker® brand photo booths*) Lima-Peru

2003 Founder and President of Marketing

Created innovative entertainment business model consisting of a retail store that paired customer service with photo booths. Managed 3 stores and supervised a 6-person team.

OTHER ACTIVITIES

1988- Co-star for most famous children TV program in Lima from 13 to 19 y.o. Developed professional voice-over talent.

Present Recruited by Stars, talent agency in San Francisco; achieved 6-year contract with Leapfrog and Virgin Mobile.
US Citizen

UDAY AYYAGARI

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EDUCATION	<p>University of California at Berkeley Berkeley, CA Walter A. Haas School of Business, Master of Business Administration, May 2009</p> <ul style="list-style-type: none">• Emphasis in Entrepreneurship and Management of Technology• 2008 Mayfield Fellow• Sponsorship Chair, Haas Diversity in Business Conference 2008• Program Co-Chair, Haas Asia Business Conference 2009 <p>College of Engineering, Master of Science in Mechanical Engineering, May 2003</p> <ul style="list-style-type: none">• Univ. of California Fellowship for semiconductor manufacturing research• Certificate in Management of Technology <p>Indian Institute of Technology (IIT) Madras, India Bachelor of Technology in Mechanical Engineering, May 2001</p> <ul style="list-style-type: none">• National Merit Scholar• Ranked in Top 10% of graduating class
EXPERIENCE	<p>Tiny Pictures, Inc. San Francisco, CA <i>Tiny Pictures is the company behind Radar.net, the leading service for real-time sharing of cameraphone pictures, videos, and picture-based conversations</i></p>
Summer 2008	<p>Business Development Manager Intern</p> <ul style="list-style-type: none">• Led efforts to expand Tiny's access to content from premium third-party sources• Performed global outreach and market research, and developed pitch deck, legal terms and technical requirements to support discussions• Successfully closed deals with seven content owners for launch in Q4 2008• Conducted extensive research on developing mobile markets and key players to support company's strategic planning for expansion push• Generated recommendations for partnership, distribution and marketing/promotion opportunities in a key international market• Took initiative to contribute to Marketing, Product Design, and Recruiting teams within the company
2003-2007	<p>CGI Spend Management Solutions (formerly Silver Oak Solutions) Redwood City, CA <i>Consulting services focused on strategic sourcing, contracting and negotiations</i></p> <p>Senior Consultant (1/06 - 6/07), Consultant (8/04 - 12/05), Analyst (7/03 - 7/04) <i>Project Management and Leadership</i></p> <ul style="list-style-type: none">• Led team of 14 junior consulting resources including Analysts, Consultants and Subcontractors on a high-profile project• Managed client relationships, team workplans, timelines and resources <p><i>Project Execution and Relationship Building</i></p> <ul style="list-style-type: none">• Managed over \$200 Million in annual spending for government clients and created over \$20 Million in recurring annual savings.• Created actionable recommendations leveraging data analysis, industry intelligence• Collaborated with client on planning, execution and supplier negotiations <p><i>Firm-Building</i></p> <ul style="list-style-type: none">• Supported business development, including project extensions with current clients• Organized and recruited during on-campus career fairs, conducted interviews, and coordinated new hire training programs
ADDITIONAL	<p>Languages: Native fluency in Hindi and Telugu Activities: 2008 >Play Conference, Inaugural Haas Pro/Am Golf Tournament Clubs: Technology Club, Entrepreneurs Association, Digital Media Entertainment Club Interests: Trivia, politics, cricket, hiking, vegetarian cooking</p>

David Bend
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EDUCATION

University of California, Berkeley, California

Masters of Business Administration, May 2010

- President, Haas Entrepreneurs Association (largest Haas club)
- Vice-President, Global Social Venture Competition
- Honors: Haas Merit Scholar; Gap Inc. Corporate Social Responsibility Scholar

Johns Hopkins University, Baltimore, Maryland

Masters of Environmental Science and Policy, December 2007

GPA: 4.0/4.0

Washington University, St. Louis, Missouri

Bachelor of Arts, May 2003 (*magna cum laude*)

Majors: Environmental Science and Psychology (focus on Social Psychology)

GPA: 3.87/4.0

EXPERIENCE

2005-2008

United States Environmental Protection Agency

Washington, DC

Environmental Protection Specialist, National Center for Environmental Innovation

- Provided analysis, research, and outreach to encourage policy innovation and adaption throughout EPA
- Consulted with programs throughout the agency to measure and evaluate their impact
- Trained over 260 EPA personnel on program evaluation and performance measurement
- Led a team of seven agency employees who compiled a land revitalization resource guide for communities impacted by Hurricane Katrina
- Conducted a major evaluation of the EPA's air pollution regulation program for power plants and other large stationary sources
- Managed contracts worth over \$650,000
- Selected for the EPA's Superior Award and the National Center for Environmental Innovation's Innovative Peer Award for three consecutive years

2003-2005

Teach For America

Rio Grande Valley, Texas

Seventh Grade Social Studies Teacher

- Member of a national corps committed to teaching for two years in low-income school districts
- 83 percent of students increased their reading comprehension levels by two grade levels in one academic year
- Selected to develop the school district's seventh grade social studies curriculum
- Trained district staff on positive behavior management
- Coached several sports teams and academic clubs
- Elected Teacher of the Year by fellow teachers

ADDITIONAL INFORMATION

- **Other Haas Activities:** Cleantech to Market Program; Haas Green Team
- **Community Involvement:** Young Entrepreneurs at Haas
- **Interests:** Hiking; Grilling; Swimming

AARON BERNDT

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EDUCATION **University of California at Berkeley**, Walter A. Haas School of Business

Master of Business Administration, May 2010

- Fellow, Mayfield Fund Fellowship
- Co-VP Sponsorship & Outreach, Entrepreneurs Association
- Concentration in Entrepreneurship and Management of Technology

University of Minnesota-Twin Cities, Institute of Technology

Bachelor of Mechanical Engineering, June 2002 GPA: 3.496

- Graduated with Distinction
- Designed and Built Race Cars for Formula SAE Design Competition, 4 yrs

EXPERIENCE

2008 **AAI Acquisition Incorporated**, Formerly Adam Aircraft Denver, CO

- 1 of 50, from previous 900 employees, contracted by private equity firm to consult on the purchase of Adam Aircraft's assets
- Restarted company operations under new ownership. Identified key Materials and Process project milestones and began staffing department.

2002-2008 **Adam Aircraft** Denver, CO

Venture Capital Backed Start-up, Very Light Jet Aircraft Manufacturer

2006-2008 **Program Manager - Materials and Process**, reported to President

- Owned project management of critical outsourcing program for all non-core composite components. Constituting roughly \$20M/year in business for chosen supplier and saving Adam Aircraft \$175,000 per airplane at rate. Staffed, lead, and mentored small multi-functional teams through each phase of a project.
- Coordinated team efforts at all levels of the project life cycle, including proposal negotiation, cost analyses/estimation, scheduling, logistics support, and long-term contract negotiation.
- Sourced and qualified additional suppliers of primary structural materials.
- Direct FAA Interaction. Developed and communicated the FAA certification path for outsourcing and second sourcing.

2005-2006 **Manufacturing Business Analyst**, reported to Senior VP of Operations

- Collaborated with the Operations Leadership Team and Production Advisory Board on the development of a top-level manufacturing plan, including production ramp rates, learning curves, headcount analyses, cash flow, and site planning.
- Created a system framework that allowed analysis and improvement of the manufacturing workflow.

2003-2005 **Lead Materials and Process Engineer**

- Developed, documented, and trained advanced composite manufacturing procedures. Mentored engineers and skilled aircraft technicians on precision machining, testing, and the repair of composite materials.
- Provided company-wide technical support and R&D troubleshooting using expertise in advanced composite materials and manufacturing process related issues.
- Qualified new materials and generated FAA approved design allowables.

2002-2003 **Engineer – Materials**

- Created systems for material receiving, testing, and tracking. Conducted material testing in accordance with ASTM standards. Maintained material and process specifications.

ADDITIONAL EXPERIENCE & HOBBIES

- Young Entrepreneurs at Haas, Mentor a team of 8 high school freshmen
- Awarded Eagle Scout by Boy Scouts of America in 1996
- Vice President of Public Relations, Toastmaster's (2007 – 2008)
- Motorcycling, Backcountry Snowboarding, Soccer, Cabin and Lake Activities

Roshan Bhula

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Berkeley, CA 94709

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EDUCATION

University of California at Berkeley

Berkeley, CA

Walter A. Haas School of Business

MBA Candidate, May 2010

- Ideas@Cal Entrepreneurship Conference, Marketing chair
- Club Memberships: Berkeley Energy and Resources Collaborative, Haas Marketing Club, Challenge for Charity, Redwoods@Haas

Vanderbilt University

Nashville, TN

Bachelor of Science in Economics, May 2004

- Resident Adviser, Office of Student Housing, 2002-2004

EXPERIENCE

2004 – 2008

Stockamp and Associates

Portland, OR

~ \$100M Operational and Strategy Healthcare Consulting Firm

Senior Associate (2007-2008)

Kansas City, MO & Providence, RI

- Led 8 client directors and over 100 staff in creation and reorganization of Patient Accounting and Medical Records departments at two health systems
- Directly managed and mentored new associates within team to lead client transition process, including software installation and training programs
- Prepared complex financial analyses used to improve hospitals' internal processes and generate increased revenue
- Created new company methodology and customized software to help hospitals manage their uninsured patient population
- Presented recommendations from client interviews and clinical data analysis of five health systems to company executives regarding potential financial impact of new engagements

Associate (2004-2006)

Philadelphia, PA & New York, NY

- Conducted assessment, process redesign, and customized software implementation at Medical Records departments across 4 hospitals
- Served as technical liaison between 12 person on-site project team and remote IT team to manage customization and implementation of system and reporting tools
- Led team in conducting interviews of over 60 staff and completing final client documentation for 6 hospital departments

ADDITIONAL

Community:

- Organized group of 30 volunteers to participate in Habitat For Humanity build in New Orleans, LA; participated in Habitat For Humanity Global Village build in Santa Ana, El Salvador
- Volunteered and provided strategy recommendations to WonderRoot.org, a start-up non-profit in Atlanta, GA committed to community arts and youth development programs

Interests: Basketball, tennis, backpacking, travel, live music, graphic design, photography, reading

BENJAMIN W. BIDDLE
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(510) 495-6251 • ben_biddle@mba.berkeley.edu

E D U C A T I O N	Haas School of Business, University of California Master of Business Administration	Berkeley, CA Fall 2007-Spring 2009
	<ul style="list-style-type: none">• Leadership role in the Berkeley Energy & Resources Collaborative• Managing principal of the \$1.3 million Haas Socially Responsible Investment Fund (HSRIF)• Selected participant in the International Business Development program (Brazil)• Coursework in <i>Energy Markets</i> and <i>Project Finance</i>; Management of Technology Certificate	
	Boston College Bachelor of the Arts degree in Economics and Hispanic Studies	Chestnut Hill, MA Fall 1998-Spring 2002
	<ul style="list-style-type: none">• 3.5 GPA, Dean's List all semesters, Cum Laude with Honors• Member of The Boston College Global Proficiency Program and the International Assistants Program	
	Universidad Autónoma de Madrid Courses in <i>International Economics</i> and <i>Economics of the European Union</i>	Madrid, Spain Fall 2000-Spring 2001
E X P E R I E N C E	Infosys Consulting <i>Next Generation Commerce Summer Intern</i>	Bangalore, India and Fremont, CA
	<ul style="list-style-type: none">• Proposed an interactive marketing strategy to help a major US clothing retailer enter the India market• Built Balanced Scorecards to tie Business Intelligence back to Key Performance Indicators in the gaming division at one of the world's largest software companies	
	Citigroup Corporate & Investment Bank <i>Associate, Electronic Executions Product Management</i>	New York, NY
	<ul style="list-style-type: none">• Managed the technology development lifecycle for the electronic trading business to implement a new equities business strategy• Developed business metrics to better inform electronic order routing decisions and reduce the firm's transaction costs	
2004-2007	<i>Derivatives Analyst</i> Top ranked analyst in a rotational program, working in Finance, Trading, Operations, Technology and Risk	
	<ul style="list-style-type: none">• Increased productivity in Financial Control through process automation by writing Excel macros, effectively reducing a 4-hour daily P&L process to as little as half an hour• Initiated an electronic ticketing format, in support of the swaps trading desk, to reduce the risk of ticketing error and to exploit the efficiency gains of electronic archiving• Created and presented to senior management a contact management database for the Structured Settlements Group in Operations, improving team productivity, individual efficiency and service quality	
	Taproot Foundation <i>Business Analyst Volunteer</i>	New York, NY
	<ul style="list-style-type: none">• Provided business requirements analysis as part of a project team working on a scalable fundraising database for a growing, local nonprofit	
2003-2004	ACCION New York <i>Americorps Volunteer, Operations Analyst</i>	New York, NY
	<ul style="list-style-type: none">• Analyzed performance data on \$8,000,000 microloan portfolio to report to the Board of Directors• Engineered improved business tools and processes to achieve a targeted 65% increase in lending activity	
2002-2003	Language USA <i>Operations and Events Coordinator</i>	Houston, TX
	<ul style="list-style-type: none">• Designed and implemented an integrated relational database on clients and contractors to expedite services and track business trends• Translated, edited, and interpreted on Spanish and Portuguese assignments	
A D D I T I O N A L	Technical: All MS Office applications (particularly advanced in Access and Excel), Visual Basic for Applications	
	Language: Non-native fluency in Spanish and conversational proficiency in Portuguese	
	Volunteer: Taproot Foundation, August 2005-2006; Americorps*VISTA, 2003-2004; Amigos de las Américas Volunteer, Paraguay, 1997	

MAURA BRACHETTI
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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business
Master of Business Administration, May 2010

- Vice-President, Italian International Student Association

Università Commerciale Luigi Bocconi, Italy

M.S. in Political Economics, Statistics and Social Studies, December 2003

- Final grade: 110/110, summa cum laude
- Exchange program: campus abroad at Havana University, Cuba
- Intern at the Ministry of Foreign Affairs, Rome
- Intern at the European Commission Delegation, Milan

EXPERIENCE

2006-2008

The Boston Consulting Group

Milan, Italy

Associate

- Ranked 50 buying criteria for consumers in 42 countries according to their importance, for leading international manufacturer of industrial vehicles
- Defined go-to-market strategy and commercial organization for world leading producer and distributor of wines & spirits. Identified a 3-year strategy to increase sales by 20% (€ 15 million) in 3 years
- Defined strategy of pay toll systems for primary Italian highway company
Identified consumers' needs through web survey and focus groups; developed 2007-2010 plan to reach 2.5 million potential clients
- Project management for the implementation of the strategic objectives defined in the previous project. Worked closely and autonomously with Commercial and Marketing VPs

2005-2006

L.E.K. Consulting

Milan, Italy

Business Analyst

- Conducted strategic due diligence of the make up market for a major private equity firm
- Defined cost reduction project to get 10% cost savings (€ 3 million) for a leading Italian IT firm
- Validated the sales volumes included in the 3-year plan of a major German producer of plastic articles (sales/year: € 1 billion). Project carried out in L.E.K. Munich office

2004-2005

Borsa Italiana (Italian Stock Exchange)

Milan, Italy

Market Specialist

- Managed the relationship between the Italian Stock Exchange, technological partners and clients
- Assisted the team responsible for the products' evolution
- Created product handbooks and client database for the commercial and marketing department

2004

Nunc

Milan, Italy

Founder

- Started an accessories and clothing distribution firm with articles imported from India. Distributed articles in 10 Italian regions (sales/year: € 100k)

ADDITIONAL

Languages: Fluent in English; conversational in French

Interests: Art (frequent visits to museums and exhibitions), Cinema (course on Cinema History), Tennis (won the Italian Team Championship; awarded the Best Athlete of the Year), travel (backpacking in India)

ALLEN H. BRISCH

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business
Master of Business Administration, May 2010
GMAT: 750

The University of Texas School of Law, Austin, Texas

J.D., with honors, May 2001
GPA: 3.66
Research Assistant to Prof. Henry T. Hu, Allan Shivers Chair in the Law of Banking and Finance, 2001

Southwestern University, Georgetown, Texas

B.A., *cum laude*, in Accounting and Philosophy, May 1996
GPA: 3.70

EXPERIENCE

- 2001 – 2008 **Baker Botts L.L.P.** Houston, Texas
Associate
- Drafted and negotiated documentation, coordinated with team members, and performed other actions on various transactional engagements
 - Involved in the following finance, project development, and mergers and acquisitions engagements:
 - Finance**
 - *Project company and sponsors' consortium* – refinancing and restructuring in connection with a 600-megawatt power project located in Mexico
 - *Energy hedge provider* – secured wind hedge for 283-megawatt wind power project in Texas
 - *Major natural gas compression company* – \$1.65 billion senior secured credit facility
 - *Major international drilling contractor* – restructurings involving a project-financed drilling rig and a cross-border defeased lease; \$800 million revolving credit facility
 - *U.S. real estate fund* – \$145 million of revolving credit facilities secured by capital commitments
 - Project Development**
 - *Solar PV installation company* – installations on three warehouse facilities in California
 - *Major chemical company offtaker* – restructuring of the power and steam supply for a chemical complex from the 610-megawatt on-site power project
 - *Major international energy company investor* – investment in a LNG terminal in Texas
 - *Power company offtaker* – secured power purchase agreement for generation from a 120-megawatt wind power project in Texas
 - Mergers and Acquisitions**
 - *Reliant Resources, Inc.* – acquisition of Orion Power Holdings, Inc.
 - *McDermott International, Inc.* – sale of Hudson Products Corporation
- 2000 **Summer Associate:** Experience in research and transactional matters
- 2000 **Vinson & Elkins, L.L.P.** Houston & Dallas, Texas
Summer Associate: Experience in research and transactional matters
- 1996 – 1998 **PricewaterhouseCoopers L.L.P.** (formerly **Price Waterhouse L.L.P.**) Houston, Texas
Senior Associate
- Audited primarily energy, high technology, and manufacturing clients
 - Advised clients on accounting, internal controls, and business matters

ADDITIONAL

Lawyer, licensed in Texas

Former CPA, formerly licensed in Texas

Robert J. Bohme & Allen Brisch, “*For the Purpose for Which It Was Intended*”: *Limitations of, and What Is Missing from, the EEI Master Power Purchase and Sale Agreement*, ST. B. TEX. OIL GAS & ENERGY RESOURCES L. SEC. REP., Sept. 2004, at 71.

Interests include reading, travel, and watching sports

Olivier Brzozowski, MSc, PMP

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EDUCATION

University of California at Berkeley, Haas School of Business, MBA, May 2010 (expected).

- Emphasis on Finance and Marketing.
- Member of Entrepreneurship and Energy & Resources clubs.

ENSAM ParisTech, MSc Mechanical and Industrial Engineering, Energy Systems, June 1998.

Project Management Institute, Project Management Professional (PMP®), April 2003.

EXPERIENCE

2008-01/2009

OPTISOLAR Inc

Hayward, California.

Solar power producer, utility-scale thin-film photovoltaic systems (pre-revenue start-up, 600 employees)

Senior Engineering Program Manager, Power Applications

- Led engineering teams responsible for defining, developing, and transitioning to production PV applications capable of being installed at breakthrough cost levels.
- Responsible for system-level product development for a Smart Combiner Box and cost reduction efforts for DC Aggregation Components. Achieved 10 to 30% material cost reductions on harnesses and junction boxes.
- Initiated and conducted meetings of a multi-disciplinary team to achieve 5 to 10% yield improvement in panel assembly automation yield.
- Interfaced with functional group leaders and senior management regarding product development Gate Reviews and status meetings. Co-developed the Product Lifecycle Management system.

2005-2008

INTEGRATION Inc

Mountain View, California.

High Performance Analog/Mixed Signal Semiconductor Company (revenue \$45 million, 150 employees)

Director of Manufacturing

- Led a team of 17 professionals in semiconductor manufacturing, test, supply chain and maintenance management. Improved customer perceived quality by 20% and test productivity by 15%.
- Improved overall Radio Frequency product testing yields by 20% and reduced test time by 30% while enhancing test coverage and reliability across the product lines.
- Conducted competitive analysis to qualify 4 test & assembly partners and conducted negotiations with existing vendors leading to annual savings of \$0.9 million for a budget of \$18 million.

Operations and Program Manager, Wireless Business Unit

- Guided product development teams to turnaround 3 drifting programs facing critical situations and program managed 6 New Product Introductions.
- Developed simple demand planning and WIP control tools to eliminate material shortages. Increased on-time delivery rate by 25% across business units and reduced operational cycle time by 30%.
- Reviewed and approved specification changes with Product Marketing and customers for 6 standard and custom products. Led production of marketing documentation (ECR/ECO, PCN, Errata).

2001-2004

JOHNSON CONTROLS Inc

Paris, France.

Global leader in automotive interiors and building solutions (revenue \$34 billion, 140,000 employees)

Program Manager, Automotive Electronics Business Unit (France, Germany and Tunisia).

- Responsible for Profit & Loss, planning, quality, risk and customer relations for up to 6 simultaneous programs and revenues of \$65M. Maintained 25% gross margin on all product lines.
- Specialized in turnaround program management and reported program status to Executive VPs.
- Built, mentored and developed international and multidisciplinary teams of up to 40 professionals.

1998-2001

SAGEM SA

France, South Carolina and Tunisia.

European leader in defense and telecommunication electronics (revenue \$7 billion, 16,000 employees)

Product Manager, Automotive Electronics Business Unit

Supply Chain Manager, Telecom and Automotive Electronics Business Units

ADDITIONAL

- Permanent resident authorized to work in the United States. Fluent in French and English.
- President of Alumni Association for ENSAM Engineering School, US West Coast group.
- Enjoy Soccer, Political debate, Media, Renewable Energy challenges and New Technologies.

LEO CARRILLO

320 62nd Street · Apartment 209 · Oakland, CA 94618
(415) 810-8239 · leo_carrillo@mba.berkeley.edu

EDUCATION

Walter A. Haas School of Business, University of California at Berkeley
Candidate, Master of Business Administration, 2010
Concentrations in entrepreneurship, marketing and finance

John F. Kennedy School of Government, Harvard University
Master in Public Policy, 1998; concentration in financial management

University of California at Berkeley
Bachelor of Arts, 1995; major in economics

EXPERIENCE

Summer 2008

Adura Technologies San Francisco, CA
Consultant
Advised the company on corporate strategy and customer financing alternatives, refining the company's focus as a provider of wireless mesh-networked lighting efficiency solutions

2001-2007

Standard & Poor's Ratings Services San Francisco, CA
Associate Director 2004 – 2007; Associate 2001 - 2004

- Established Standard & Poor's as the leader in credit research for electric cooperatives through sector coverage and development of related ratings criteria
- Managed a diverse and ever-changing credit portfolio of utilities, project companies and local governments with aggregate debt burdens of up to \$20 billion
- Published commentary and delivered presentations to industry and investor groups on topics related to the U.S. utilities, including construction risk and credit trends
- Managed an India-based junior research analyst on behalf of my U.S.-based team
- Served as a subject matter expert on hydroelectric and wind generation projects

2000-2001

Esperanza Community Housing Corporation Los Angeles, CA
Senior Project Manager

- Monitored construction for a \$1.7 million, multi-family housing project
- Streamlined the organization's housing applicant system, cutting required staff hours by 80%

1998-1999

Kelling, Northcross & Nobriga Oakland, CA
Financial Analyst

- Structured over \$40 million in municipal bond and lease financings, helping the company retain its position as the leading public finance advisory firm in California
- Made client presentations that resulted in over \$100,000 in new business

Summer 1997

U.S. Office of Management and Budget Washington, DC
Interim Desk Officer
My study prompted the OMB to seek revisions to proposed organic food labeling regulations

ADDITIONAL

Affiliations: Berkeley Energy & Resources Collaborative, Haas Leadership Club

Languages: Fluent in English; proficient in Spanish

Interests: Backpacking in the Sierra Nevada; soccer; personal investing; the Economist

Recent Awards: Finalist, Vestas Winnovation Case Competition, Dec. 2008

MATT CARRINGTON

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(571) 216-7485 • Matt_Carrington@mba.berkeley.edu

EDUCATION

UNIVERSITY OF CALIFORNIA at BERKELEY

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Emphases in Energy and Management of Technology
- Co-Chair, Energy Symposium 2009; Contributing Editor, HaasWeek

UNIVERSITY OF VIRGINIA

McIntire School of Commerce

B.S in Commerce, May 2002

- Graduate with Distinction
- Member, Beta Gamma Sigma, Business Honor Society

EXPERIENCE

2006 – 2008

BURSON-MARSTELLER

Boston, MA

Leading global public relations and communications firm (\$400 million in revenues)

Manager – Technology Practice

- Founded Boston office and built corporate presence in the New England market. Developed new accounts with three local technology companies.
- Co-managed SABRE-award winning “Public ROI” campaign for SAP AG. Directed outreach to US public sector IT press.
- Oversaw public promotional launches of new products and business models for Fortune 500 software company.
- Provided strategic counsel for technology clients, driving annual planning process and the implementation of corporate communications strategies.
- Built and maintained relationships with extensive network of IT, business and trade press and software industry analysts.
- Managed national team of five full-time junior-level staff members.

2003-2006

BURSON-MARSTELLER

Washington DC

Associate - Technology Practice

- Coordinated educational outreach program for the Bureau of Engraving & Printing on 2004 *PR Week* Global Campaign of the Year “The New Color of Money.”
- Oversaw \$400,000 competitive communications programs for technology client. Developed strategic responses to competitive activities.
- Planned and facilitated media tours and speaking opportunities for key client executives. Wrote executive speeches and provided media training.
- Directed media attendance, scheduling and on-site press activities for major user conferences for Fortune 500 software company.
- Researched and wrote communications materials including press releases, executive bylined articles, speeches and targeted media pitches.

ADDITIONAL

Skills: Strong writing skills displayed through development of internal messaging documents, press releases, bylined articles, speeches and media pitches

Interests: Politics; US history; softball; running; Boston Red Sox

KEVIN R. CASEY

36 Panoramic Way • Berkeley, CA 94704 • kevin_casey@mba.berkeley.edu • (917) 912-3050

EDUCATION: **Walter A. Haas School of Business** Berkeley, CA, MBA Candidate, 2009 (Expected)
President of Entrepreneurship Association, VP of Partnerships for Net Impact Club
Awarded Haas Merit Scholarship, Gap Scholarship and Turner Fellowship for Entrepreneurship
Columbia University School of International and Public Affairs Graduate Study
Fordham University Bronx, NY, B.A., May 1999 Majors: Economics and Anthropology
President Student Government, President Outdoors Club
The School for International Training Semester Abroad, Indonesia
Thesis: The economic and social effects of service industries

EXPERIENCE:

- Summer 2008 **Oliver Wyman & Co. (Formerly Mercer Management Consulting)** *Summer Associate*
- Developed strategic business segmentation of Microsoft's global partnerships
 - Created and executed a quantitative MaxDiff market survey across emerging and mature markets
 - Conducted interviews and small group brainstorming sessions with 30 partners to understand partner behaviors and attitudes and build insights that can drive channel sales
- 2003 – 2007 **3rdborn Clothing North America** *Founder, Sales/Marketing/Distribution*
- Founded an apparel company and managed sales, marketing and distribution in 13 countries
 - Hired and managed a seven person sales force
 - Donated 1% of revenue to environmental causes through the organization *1% for the Planet*
 - Attained more than \$750,000 in revenue selling to Bloomingdales and other exclusive retailers
 - Tenaciously pursued bad debt and achieved a 95% payment rate; three times the industry average.
 - Conducted consumer research and collaborated with designers to develop new products
 - Managed the distribution of 4,000 units per month to 175 retail clients
 - Drove the largest truck you can legally drive without a CDL, carried a lot of boxes, visited factories
- 2005 - 2007 **United States Trust Company** *Vice President/Senior Project Manager, Chief Data Office*
- Led the design, implementation and management of an Oracle Business Intelligence platform
 - Regularly created and presented quantitative research to the executive committee
 - Managed a \$400,000 development budget and onshore and offshore development teams
- 2001 - 2005 **United States Trust Company** *Assistant Vice President, Product Development*
- Selected by the CFO to lead management reporting of a strategic service model redesign
 - Trained over 300 investment professionals on the new business model and asset allocation software
 - Proved a correlation between our software adoption and a 15% increase in sales
 - Our new service model attained more than \$30 million in annualized revenues by year three
- Fall 1998 **United Nations Industrial Development Organization** *Intern*
- Researched global microeconomic issues and reported to UN economists

GRANTS:

- 2000 - 2001 **Fulbright Scholar** *Small Business Development, Indonesia*
- Analyzed the effects of the Asian financial crisis on Indonesian industries
 - Conducted ethnographic research through over 200 interviews with individuals across industries
 - Combined independent research and industry data to identify business opportunities
 - Implemented research results in the design and founding of a business (3rdborn Clothing)
 - Surfed at G-Land and Uluwatu

OTHER:

Boston College *Guest Lecturer on Entrepreneurship, Environmental Issues & Society*
Kashmir, India *Medical Research, Focused on epidemiology and maternal medicine*
School for International Training Named top ten "Alumni Making a Difference" for socially responsible business practices
Wildlife Conservation Society Created a sustainability plan for a Falkland Islands nature preserve
UNC Sustainable Venture Capital Investment Competition 2008 Entrepreneurs Choice award
10th Annual Berkeley Business Plan Competition 2008 Semifinalist

Sam (Saugata) Chatterjee

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EDUCATION

University of California, Berkeley **Berkeley, CA**

Walter A Haas School of Business,

Master of Business Administration Candidate, May 2010

Member: Finance club, alumni relations committee

University of Michigan

Ann Arbor, MI

M.S.E. Computer Science and Engineering May 2001

Authored two research papers published in reputed journals.

GRE: 2380/2400. GPA: 4.0

B.I.T.S., Pilani

Pilani, India

B. Tech (Honors), Computer Science, June 1999

GPA: 9.65/10.00

EXPERIENCE

2002-2008

Toshiba America Electronic Components, Inc.

San Jose, CA

Global Project Management

- Responsible for ensuring smooth customer pre and post sales support by coordinating the efforts of US sales team, 3rd party software development partner in the UK, chip design team at Toshiba and application engineering team in the U.S. This work resulted in a \$26M LTV design win for our audio DSP chip for car radios at a major US automotive company
- Interface with several customers such as Sony and Sharp for our digital television chips to ensure that any technical or business issues are answered correctly and on time. Work led to an award from Toshiba, Japan honoring a team of a select few key personnel responsible for increasing Toshiba's DTV business.
- Initiated and fostered relationships with key 3rd party companies to increase the value proposition for Toshiba's solutions for our customers.

Trade Show Management

- Planned and executed demonstrations and customer meetings for CES (Consumer Electronics Show), the biggest trade show in this space, for the last four years. Achieved several leads for sales and marketing through this effort.

Software Engineering

- Worked on several Toshiba chipsets implementing technical requirements for digital television chipsets, writing and debugging general purpose drivers for microcontrollers, and integrating 3rd party solutions.
- Received 100% grade on performance reviews for 4 years in a row.

2001-2002

Sandcraft, Inc.

San Jose, CA

Software Engineer

- Wrote architectural simulators and performance measurement tools for Sandcraft's SR-71000 high end RISC microprocessor.

ADDITIONAL

Active in BITS, Pilani, Silicon Valley Alumni chapter as a program coordinator. Avid soccer and chess player.

JIE (SUMMER) CHEN, CFA
625 West End Way #206, Albany, CA 94706
(510) 610-0168 (US); (86) 135-0108-8580 (China)
summer_chen@mba.berkeley.edu

- EDUCATION** **University of California at Berkeley, Walter A. Haas School of Business** Berkeley, CA
Master of Business Administration, May 2010
- Emphasis in Finance
 - President of Pacific Rim Club
 - Finance Panel Chair for Asia Business Conference 2009
 - Co-chair for China Business Trek 2009
- Tsinghua University** Beijing, China
M.S. in Management Science and Engineering, July 2003
B.E. in Civil Engineering and B.A. in Economics, July 2000
- Graduate and Undergraduate Fellowships each year from 1996 to 2003
 - Co-founder of Real Estate Club & Running Club; Published five thesis about REITs
 - Coordinator for the 5th annual conference of Asia Real Estate Society
- EXPERIENCE**
- Summer 2008 **Lantern Capital** *An early stage PE (\$250MAUM) and financial advisory firm* Beijing, China
Associate *The sole associate supporting the firms' three partners*
- Forecasted target companies' business performance and built various financial models to evaluate potential equity investments in energy, clean-tech, health care and real estate industries; successfully recommended investing in three deals worth \$103M.
- 2006-2008 **Lenovo** Beijing, China / Singapore
Strategy Manager, Consumer Business Group (CBG) '07-'08
Senior Associate, World Wide Strategy '06
- Evaluated potential M&A deals involving Packard Bell (Europe) and Domino (Russia) using various financial models.
 - Developed strategic plan to best incorporate IBM's PC business into Lenovo's non-China business. Based on the analysis of North America, Europe and major emerging markets, successfully recommended that Lenovo focus its efforts on consumer PC sector in major emerging markets.
 - Designed market entry strategies for consumer PC products in major emerging markets, including Brazil, India, Russia and Middle East.
 - Forecasted Lenovo's global manufacturing capacity, and based on the minimal total cost analysis successfully proposed building Lenovo's first factory in Europe. Precisely forecasted the actual capital expenditure of this project.
 - Led the FY08/09 planning for consumer PC business, and set \$4.6B revenue targets for 13 existing markets and 16 new markets.
 - Managed a four-person market intelligence team that developed a three-year \$2.2B revenue growth strategy for the Asia-Pacific region.
- 2004-2006 **Accenture** Beijing, China
Business Analyst
- Delivered Financial Business Process Reconstruction Solution for North China Power Grid Co.
 - Identified, analyzed, and prioritized 26 potential investment projects (totaling \$16B) for China State Power; developed and presented the investment strategy report to the C-level executives.
 - Designed the optimization fixed assets management process for Shanghai Municipal Electric Power Co.
- 2003-2004 **KPMG** Beijing, China
Auditor
- Planned and performed annual audits for a variety of clients, including multinational companies, start-up ventures, and local companies such as Motorola China and China Telecom.
 - Led several power plants' audits for the overseas IPOs for Shenhua Group.
 - Implemented several business units' audits for the overseas IPOs for China Construction Bank.
- ADDITIONAL** **Languages:** Native in Mandarin and Fujian Dialect; fluent in English
Interests: Running (Beijing Marathon); travelled to 14 countries; photography; film

P. YANG-YANG CHEN

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yangyang_chen@haas.berkeley.edu

EDUCATION

University of California at Berkeley, Walter A. Haas School of Business
MBA Candidate, May 2008

- *Corporate Social Responsibility Student Consultant, Driscoll's*
Assessed and proposed reductions to environmental footprint of CA strawberry production.
- *Team Member, 2007 Bank of America Low-Income Housing Challenge*—2nd place
Designed a transit-oriented, LEED-certified affordable housing development.
- *Board Fellow, World of Good: Development Organization*
Expanded distribution of community development grants in artisan communities.

Columbia University

Bachelor of Arts in Economics, May 2000

- Graduated *magna cum laude*

EXPERIENCE

2007

Dow Chemical

Midland, MI

Sustainability Intern

- Conducted outreach with nongovernmental organizations providing clean drinking water to communities in developing countries

2005 - 2006

One Acre Fund

Bungoma, Kenya

Launch Manager

- Launched an innovative microfinance project in rural Kenya which made in-kind loans to women's farming cooperatives; achieved 99% repayment rate in pilot stage.
- Built local team of one manager, five extension officers, and village-based trainers.

2005 & 2006

The World Bank

Washington, DC

Consultant

- Conducted research to start a two-year, \$850M evaluation study of training programs provided by the World Bank to government officials over the past ten years.
- Authored a series of research papers, which were presented to upper management in the World Bank's training department, to shape the framework for the study.

2003 - 2005

International Monetary Fund (IMF)

Washington, DC

Research Assistant

- Solicited community and governmental stakeholder reaction to a new IMF loan product.
- Interviewed high-level government officials, including Zambia's Minister of Finance, to analyze the impact of initiatives to streamline the conditions attached to IMF loans.

2001 - 2003

Public Works, LLC

Philadelphia, PA

Policy Analyst

- Wrote policy papers for government agencies on economic development and education.

2000 - 2001

Coudert Brothers

Beijing, China

Foreign Legal Assistant

- Assisted in drafting contracts and structuring deals to help a foreign big box retailer expand its dominant market share in the Chinese market.

ADDITIONAL

Languages: Fluent in Mandarin Chinese and French; beginner in Spanish.

Hobbies: International exploration, cooking, hiking, and skiing.

MORGAN CLEMENTS

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Phone: (415) 305-3214 || e-mail: morgan_clements@mba.berkeley.edu

EDUCATION

University of California at Berkeley

Walter Haas School of Business, MBA Candidate Class of 2009

- Net Impact Club, Vice President of Careers
- Rice Marketing Case Competition 2008, 3rd Place Winner
- LEEDS Case Competition 2008, Final Round Participant
- Other Club Involvement: Marketing, Global Social Venture

Vanderbilt University, Nashville Tennessee

B.A. in Economics, May 2001 *Cum Laude*

- Minor in Psychology
- Vanderbilt-in-Australia, Perth, Western Australia, Spring 2000
- Boston University London Internship Program, Chase Manhattan Bank, London, UK, Fall 1999

EXPERIENCE

SUMMER 2008

The Clorox Company

Oakland, CA

Marketing Intelligence Intern

- Developed panel of 10,000 consumers for Shopper Insights Group to leverage in brand research
- Conducted economic trend analysis across Clorox categories and provided strategic recommendations
- Conducted ethnographies and performed segmentation analysis for GLAD brand

SPRING 2008

Green Harvest Technologies

Oakland, CA

- Strategic corporate social responsibility consulting project
- Conducted cradle-to-cradle sustainability analysis for bioplastic bottles

Golden Gate National Park Conservancy

San Francisco, CA

- Created marketing plan for new LEED-certified hotel in conjunction with McKinsey Consulting

Wildlife Conservation Society of Tanzania

Dar es Salaam, Tanzania

- Conducted strategic analysis of organization and wrote business plan

FALL 2007

TransFair USA

Oakland, CA

- Conducted brand analysis and performed feasibility study for TransFair to enter the U.S. cosmetics market

SUMMER 2007

Stanford Management Company

Palo Alto, CA

Manager of the \$19 billion Stanford Endowment

Investment Group Intern

- Led due diligence and wrote recommendations for the endowment's global Real Estate and Natural Resources Group which resulted in capital commitments totaling \$400 million

2002-2006

Offit Hall Capital Management LLC

San Francisco, CA

Boutique investment advisory for ultra high net worth families and large foundations

Absolute Return/Credit Research Associate (2004 – 2006)

- Led due diligence on investment managers pursuing the following strategies: long-only fixed income, multi-strategy, event-driven, leveraged buyout, distressed debt, direct lending, structured credit, equity volatility, equity long/short, and relative value
- Presented formal investment recommendations with in-depth quantitative analysis to Investment Committee which resulted in capital commitments totaling \$400 million

Reporting Analyst (2002 – 2004)

- Analyzed and implemented complex asset allocation and estate planning for client portfolios which ranged from \$100 million to \$1.5 billion

ADDITIONAL

- Chartered Financial Analyst Program: Completed Level 1 in June 2005 and Level 2 in June 2006
- Interests: animals, marketing, music, travel, tennis, skiing, horseback riding, Spanish
- Dual citizenship: US and UK

DAVID COOPERMAN
6521 Herzog Street, Oakland, CA 94608
703-447-6600 // david_cooperman@mba.berkeley.edu

EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Energy Efficiency & Conservation IdeaLab, active participant.

Williams College, Williamstown, Massachusetts

B.A. in Biology, *cum laude*, June 2002

- Concentration in Environmental Studies.
- Robert F. Rosenberg Award for Excellence in Environmental Studies.
- Student Chair (and re-founder), Campus Environmental Advisory Committee.

EXPERIENCE

2007-2008

GreenHOME, Inc.

Washington, DC

A leading regional green building advocate with a focus on affordable housing.

Program Consultant

- Researched and co-wrote a business plan for the East Coast's first green building resource center with a focus on job training.
- Communicated the value of green affordable housing programming in grant applications that earned over \$200,000, record amounts for this nonprofit.
- Oversaw development of a new green building website for affordable housing developers and policymakers. Planned a database of regional service providers.

2003-2006

Northbridge Environmental Management Consultants

Washington, DC

Government-focused firm specializing in environmental finance program design and management.

Project Manager

- Spearheaded adoption of a new impact assessment system for the U.S. Environmental Protection Agency's \$50B clean water revolving loan fund program.
- Formed strategic alliances with federal policymakers and state program managers to create consensus environmental metrics that evaluate thousands of projects nationwide.
- Convinced all 50 states to adopt the new, voluntary metrics by facilitating a stakeholder-driven design process for data collection and by customizing training sessions.
- Designed a results-oriented assessment initiative to change management thinking in favor of projects and funding approaches that most effectively address water quality problems.

Analyst

- Conducted a needs assessment for a new infrastructure financing mechanism for U.S. territories. Briefed territory and federal officials, resulting in coordination and leveraging of federal assistance.
- Analyzed innovative funding approaches for water quality and edited a case study compendium.
- Led a study of the options to measure the public health benefits of the \$10B federal Drinking Water State Revolving Fund. Authored the report that shaped management's assessment efforts.

2003

Clean Energy States Alliance (through The Reinvestment Fund)

Philadelphia, Pennsylvania

Trade association of state clean energy funds and programs.

Consultant

- Surveyed the key issues involved in developing the market for small-scale wind energy.
- Authored a report that initiated discussions on incentive program design for small wind.

INTERESTS

Creative cooking with all fruits and vegetables; cycling and enjoying the outdoors; international travel; bicycle maintenance; environmental citizenship initiatives; speaking French.

José Pereira

57 Tunnel Rd. Berkeley, CA 94705
(510) 712-0025 · jose_pereira@mba.berkeley.edu

EDUCATION	University of California at Berkeley, Haas School of Business Master of Business Administration, May 2009 <ul style="list-style-type: none">• Emphasis in Strategy and Technology• Co-president of the European Business Club	Berkeley, CA
	Universidade Católica Portuguesa Executive Program in Project Management, November 2003	Lisbon, Portugal
	Instituto Superior Técnico Degree in Mechanical Engineering, October 1998	Lisbon, Portugal
EXPERIENCE	Endeavor <i>American organization that supports entrepreneurs in emerging economies</i>	Sao Paulo, Brazil
Summer 2008	Summer Internship, Strategy & Operations Worked for Robtec, a Brazilian company leader in rapid prototyping in Latin America. <ul style="list-style-type: none">• Created Business Plan for new business in Virtual Reality• Performed analysis of customers to target, products to offer an partners to choose• Constructed the financial model of the business and performed analysis of its viability• Presented findings to Robtec's management; recommendations to be implemented	
2005-2007	Innovagency <i>Innovation and Technology Consulting Company</i> Project Manager Management of innovation and information technology projects, typically leading teams of 4 (consultants, information systems engineers and web designers) <ul style="list-style-type: none">• Managed team that created the investor-relations website for Galp Energia, Portuguese national Oil and Gas Company that went public in October 2006• Managed "Service Station of the future": innovation project about future service stations, presented to Galp Energia's Board	Lisbon, Portugal
2001-2005	Robert Bosch Travoes <i>Automotive Drum Brakes Plant – BOSCH Chassis Systems</i> Production Unit Manager (2003-2005) Managed several Production Units, supervising teams of about 50 operatives <ul style="list-style-type: none">• Exceeded the unit's goals (productivity, quality and delivery)• Implemented project to change operations to Pull-Flow System, achieving overall improvements of 20% in the lines efficiency and 40% in lines set-up times Production Engineer (2001-2003) Coordinated cross-functional teams (Production/Engineering/Maintenance/Quality) <ul style="list-style-type: none">• Implemented lean manufacturing projects, increasing equipments efficiency and reducing lines set-up times• Contributed to the optimization of a new assembly line, reducing the cycle time by 10%	Abrantes, Portugal
2000-2001	Mitsubishi Trucks Europe <i>Assembly Plant of Light Duty Trucks</i> Production Division Assistant Manager Coordinated production teams; provided production reports and participated in a cross-functional team responsible for quality improvement	Tramagal, Portugal
1998-1999	Amorim Trading <i>Job promoted by ICEP – Portuguese Investment, Trade and Tourism Commission</i> Technical-Commercial Engineer Responsible for contracts to supply equipment and construction materials for hotels, conducting negotiations with suppliers and clients from Cuban's Tourism Industry	Havana, Cuba
ADDITIONAL	Languages: Fluent in Portuguese, English and Spanish; Conversational in French Interests: Traveling, soccer, jazz music Activities: Mentoring high-school kids in the development of marketing plans	

Ryan Drake-Lee

827 Shrader Street, San Francisco, California 94117
404.509.2103 e-mail : ryan_drakelee@mba.berkeley.edu

EDUCATION

University of California at Berkeley, Walter A. Haas School of Business
Master of Business Administration, MBA Candidate 2009

Morehouse College, Atlanta, Georgia USA
Bachelor of Arts in Economics, B.A. 2004
Bachelor of Arts in French Language, B.A. 2004

- Graduation with Honors
- Magna Cum Laude
- Study Abroad at Université de la Sorbonne, Paris France Fall 2001

EXPERIENCE

Summer 2008 **SunEdison** San Francisco, California

Summer Associate – Solar Energy Services Product Management

- Designed and built a product roadmap for prioritizing and organizing business capacity and resources for future product development and deployment
- Designed and built solar power system pricing tools for sales support in System Buy-Out Sales Program
- Designed and built a Production Guarantee product to compliment and support solar power system Power Purchase Agreements.

2006-2007 **TechnoServe** 501-c3 Mpumalanga Province, South Africa

Senior Business Advisor

- Created jobs through rural enterprise development, management skills training and problem solving
- Designed and implemented operational turn-around strategies for rural agricultural and agro-processing businesses
- Drafted and presented seed capital funding proposals that won over \$50,000 for my clients
- Mentored and built relationships with clients through cultural awareness and sensitivity, trust-building and quality work delivery
- Built cases for soft and hard loans for client operational expansion and start-up amounting to roughly \$100,000 in loan financing secured
- Participated in strategy proposal development for cross-border, large scale, multi-year transformation of East African Coffee Industry Growers that was shortlisted to final round of evaluation

2004-2006 **McKinsey & Company** Atlanta, Georgia

Summer 2003

Senior Business Analyst

- Managed a team executing a live operational testing experiment for a national airliner involving cross functional workgroups and public scrutiny resulting in new Standard Operating Procedures (SOPs)
- Developed a sales planning and customer management e-toolkit for the commercial sales organization of a leading multi-national pulp and paper business
- Built a product profitability model for analyzing and making critical management decisions of retail products for a regional U.S. telecommunications business, resulting in new pricing and package offerings
- Re-designed the customer service and store operating model of a national retail footwear business
- Worked in various, diverse internal and client team environments applying agile working and communication styles

Additional:

Board Member, McCullum Youth Court (501-c3), Oakland, California

Languages: Fluent in English and French

Activities: Avidly enjoy cooking, trekking, outdoor activities and team sports

Jennifer Elliott
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Oakland, CA 94601
(510) 610-5241
e-mail: jenn_elliott@mba.berkeley.edu

EDUCATION

University of California at Berkeley Walter A. Haas School of Business

MBA Candidate, May 2009

- Co-chair Haas Community Service Committee; Member, Finance Club and Berkeley Energy and Resources Collaborative

Alfred University, Alfred NY

M.S. in Glass Science, September 1999

Alfred University, Alfred NY

B.S. in Ceramic Engineering, Cum Laude, December 1997

EXPERIENCE

- Opnext, Inc.** Fremont, CA
Optical Transceiver manufacturer for high speed data communication
- 2007-2008 **Global Sales Manager, Cisco Systems Account**
- Negotiate quarterly budget in excess of \$25M with internal marketing teams and pricing with customer commodity management.
 - Manage all NPI programs by providing pricing, BOM and capacity information, driving internal global teams to meet schedules, and facilitating the qualification process.
 - Develop monthly revenue forecasts for factory build and manufacturing capacity plans through the use of historical consumption trends, market analysis and customer data.
 - Achieved >\$115M in revenue and 29% y/y growth for FY '07 to '08. Accountable for ~40% of global and ~70% of North America revenue.
 - Primary sales contact for Cisco's global commodity managers, marketing, operations, engineering, purchasing and manufacturing teams.
 - Create sales tools to determine forecast accuracy, budget fulfillment and on-time delivery commitments resulting in >98% accuracy to commitments.
 - Responsible for global implementation of "Just In Time" and product warehousing initiative at the customer and internal contract manufacturing sites.
- 2004-2007 **Global Field Application Engineer, Cisco Systems Account**
- Enabled Cisco to roll out critical technology and win a strategic contract by effectively managing the qualification process from initial product sampling through mass production.
 - Ensured timely completion of projects across various functional departments across 5 international locations, resulting in over 20 product design wins.
 - Created technical documents and sales tools to share with customers and train internal employees and external sales representatives.
- 2003-2004 **Optical Communication Products** Santa Clara, CA
Field Application Engineer, Western Region
- 2001-2002 **Stratos Lightwave** Pleasanton, CA
Field Application Engineer, Western Region
- 2000-2001 **Lambda Optics** Milpitas, CA
Product Line Manager
- 1999-2000 **DiCon Fiberoptics** Richmond, CA
Research and Development Engineer

ADDITIONAL

Languages: Conversational in Japanese

Interests: Glass blowing; welding; hiking; volunteering; international travel

IAN FORD

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+1 (510) 384-7775 • ian_ford@mba.berkeley.edu

EDUCATION

University of California at Berkeley, Walter A. Haas School of Business **Berkeley, CA**
M.B.A., concentration in International Business, 2009

- Elected President of Q@Haas – a student organization advocating LGBT causes.
- Developed a marketing and business strategy plan for ORTPN, Rwanda's tourist agency.
- Conducted market research for a non-profit, community theatre in San Francisco.

Queen's University of Belfast **Northern Ireland**

B.A., Politics and Economic & Social History, Honours, 1998

- Concentrated in Middle East politics, specifically Syria, Lebanon and Jordan

EXPERIENCE

Summer 2008 Success Metrics Inc., Marketing Department **San Francisco, CA**

Summer Consultant at a rapidly growing start-up focused on business intelligence

- Developed marketing strategy for a new software-as-a-service business intelligence product.
- Analyzed competitive landscape, customer/market segmentation, and developed market entry strategy.

2004 to 2007 State Street Corporation, Global Pricing Services **Boston, MA**

The world's leading provider of financial services to institutional investors

Project Manager focused on customer support and product development; promoted to Officer in 2006

- Led a multi-national, cross-functional team to develop a solution to support the \$398B assets of AXA, a new global client, and the world's 15th largest company.
- Established strong working relationships with the new client's teams in North America, Europe, and Africa in order to identify AXA's needs, resolve gaps and issues, and manage client expectations.
- Promoted the new solution to top management teams in the European offices.
- Converted 100% of AXA's assets and met cost reductions targets, while improving client satisfaction.

2003 to 2004 State Street International (Ireland) Limited **Dublin, Ireland**

Project Manager in post-merger integration team; promoted to Senior Manager in 2004

- Led team to convert 400+ funds to State Street systems after a \$1.5B takeover of our division.
- Conducted weekly gap analysis meetings with global teams to identify outstanding tasks, and ensure all delays and issues were prioritized to minimize negative impacts.
- Managed the implementation of the parallel systems test and the training program.
- Received highest conversion audit rating for converting all funds on time, on budget, and with no loss of clients, leading to rapid promotion to Manager.

1999 to 2003 Deutsche International (Ireland) Limited **Dublin, Ireland**

The international asset management division of Deutsche Bank, one of the largest global banks

Project management: new product development, 2000-2003; promoted to Manager in 2002

- Selected as an analyst on a global team of 20 to develop a €6M Market Data Validation system.
- Formulated and monitored client acceptance and system implementation plans which resulted in improved efficiency, accuracy, client satisfaction and a headcount reduction from 60 to 40.
- Led team of three to complete pricing requirements for funds managed by Deutsche Bank.

INTERESTS

- International travel, politics, energy, global development
- High altitude trekking (Mt Kilimanjaro in 2009), endurance races, kayaking

James Thompson Funk

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EDUCATION

University of California at Berkeley; Walter A. Haas School of Business

Masters of Business Administration; May 2010

- Chairman of Judging and Sponsorship Committee for Business Plan Competition; Co-founder of Sales Club

Colgate University

Bachelor of Arts, Major in Economics and Political Science, Cum Laude, May 2001

- Captain of Squash Team; Fraternity President; Member of Club Sailing Team

EXPERIENCE

2002-2008

THE CORPORATE EXECUTIVE BOARD (CEB) (NASDAQ: EXBD)

Washington, DC

\$550MM/2600 employee business research and executive education firm serving C-level executives at G3000 companies; Spent full tenure within CEB's Finance Practice

Promoted five times in six and a half years: Senior Director (Aug. '06-July '08); **Director** (Jan. '05-July '06); **Associate Director** (Jan. '03- Dec. '04); **Senior Associate** (Aug. '02 – Dec '02); **Associate** (Feb. '02 – July '02)

Strategic Marketing and New Product Development

- Analyzed client buying behaviors and market conditions to drive cross-sell and develop new market penetration strategies in rapidly maturing market; Reallocated resources to drive growth in most attractive segments of product portfolio
- Led the integration of CEB's first acquisition; Responsible for new product sales, market opportunity analysis, and staff training; Sold \$4.0MM in first four months (top product launch at CEB)
- Launched CEB's first product to serve divisional CFOs across F500 companies; Achieved 128% of goal; Developed customer segmentation and pricing strategies, sales pitch and multi-division access
- Managed go-to-market effort for CEB's new products serving senior most Tax and Investor Relations Executives
- Chaired cross-functional leadership committee for Controller product; Responsible for identifying and quantifying market trends and product shortfalls, designing sales collateral, and shaping research agenda
- Designed reengagement approach for cold leads through email campaigns, special offers, and direct outreach

Sales Management

- Co-managed 70 person Finance Practice in '07 and '08 consisting of outside sales reps, lead generation team, and product support; Responsible for \$24MM annual sales quota; Youngest Senior Sales Manager within department
- Achieved 117% of first-half '08 goal (#1 out of 18 managers); Qualified for President's Circle Award recognizing Top 5 first-half managers in '07 and '08
- Reduced employee attrition by 35% through effective ownership of training curriculum and career-pathing
- Managed team of eight with annual quotas of \$2.3MM in '05 and \$2.7MM in '06; Achieved 100% of team goal
- Targeted customer base of C-level Finance Executives from Global 3000 firms; Sold to IBM, Symantec, 3Com, Hilton Hotels, BHP Billiton, Cypress Semiconductor, National Semiconductor, TD Bank, RIM, PalmOne, Shell

Individual Sales Performance

- Qualified for Chairman's Club award for Top 10 sales performers in '04 and '05 from pool of 200+ representatives; Qualified for President's Circle award recognizing Top 25 first-half performers in '03, '04 and '05
- Generated \$4.2MM in individual revenue across '05 and '06 in 80% travel-based role; Finished #1 in Finance Practice both years; Generated \$1.47MM of revenue in 2004, doubling '03 output of \$700k
- Successfully penetrated global markets; Secured 68 new memberships in Australia; Established CEB's presence in Eastern Canada by initiating 35 new memberships
- Met and sold to C-level CFOs, Controllers, Treasurers and other finance executives to secure new memberships
- Scheduled 274 live meetings for Sales Directors in 100% cold calling role; Promoted to outside sales in 11 months

ADDITIONAL

- Recipient of the Richard Ports Public Affairs Award in 2000; Completed 8-week internship in the U.S. Congress
- Alumni Director for St. Paul's School ('02 - '07); Responsible for fundraising, class updates and 10th year reunion
- Enjoy sailing, mountain biking, skiing, tennis, politics, traveling and family

DREW GIBBONS

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business - Master of Business Administration, May 2010

- Emphases in Energy and Management of Technology
- Berkeley Energy & Resource Collaborative (Marketing Director)

College of William & Mary

B.A. in History, Minor in Marketing, December 2000

- Graduated Cum Laude

ENERGY EXPERIENCE

2009-present

California Public Utility Commission

San Francisco, CA

Intern for Energy Commissioner Timothy Simon

- Analyze energy-related regulatory documents focused on the California Renewables Portfolio Standard and water resource management.
- Present policy recommendations at bi-monthly Commission meetings.

Better Place

Project-based class

San Francisco, CA

- Evaluate the feasibility of Better Place's electric vehicle infrastructure business plan in the Bay Area.
- Synthesize complex technical data from a team of 5 engineers to evaluate the EV battery market.

International Business Development

Haas Global Management Consulting Program

Accra, Ghana

- Create a business plan to scale up a cook stove efficiency project in Ghana's School Feeding Program.

Tesla Motors

Consulting Project Team Leader

San Carlos, CA

- Evaluated new business opportunities for a high performance electric car company.
- Presented recommendations to the CFO and the VP of Business Development.

PROFESSIONAL EXPERIENCE

2005-2008

inVentiv Health

Atlanta, GA

Pharma & biotech service provider (\$766 million in revenues)

Sales Representative, 2005-2008; Regional Sales Coordinator, 2005

- Led managed care team to resolve a supply chain crisis that saved the company over \$2 million in potential lost sales.
- Achieved ranking in top 10% in total product sales in US for 2007.
- Selected for and completed sales management program and chosen to mentor newly hired representatives.
- Conducted interviews with viable candidates and provided recommendations to hiring managers.

2002-2005

Hudson & Gibbons, Inc.

Atlanta, GA

Entrepreneur; owned and operated two Quiznos Sub franchises

Marketing and Strategy

- Created and executed marketing campaign resulting in a increase of over 25% from January to March 2005.
- Wrote business plan and raised \$150,000 through private and bank loans.
- Increased EBITDA by more than 9% over one year by managing food and labor costs.

Leadership & General Management

- Managed 8-10 employees at each location on an ongoing basis.
- Handled accounting duties for a \$1 million business.

2001-2002

ACNielsen

Paramus, NJ

Marketing research firm (worldwide revenues of \$680 million)

Account Associate

- Identified and presented growth opportunities to senior management and provided recommendations for optimizing their \$100 million+ marketing budget.
- Served as lead contact with the Brand Manager of Nabisco's Hard Candy Division.

ADDITIONAL

Activities: Rugby Club, Leadership Club (VP Public Speaking), HaasWeek Staff Writer

Interests: Kickball, politics, tennis, softball, old movies

CHAMPA GUJJANUDU
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San Francisco, CA 94117
(415) 627-7993
champa_gujjanudu@mba.berkeley.edu

EDUCATION **University of California at Berkeley - Haas School of Business** Berkeley, CA
Master of Business Administration, MBA Candidate, Class of 2010

- Emphasis - Global Management and Technology
- Activities -
 - Chapter Leader – Net Impact
 - Board Fellow at Bahia Inc.,
 - Panel co-chair – Berkeley Asia Business Conference

University of Auckland, New Zealand Auckland, New Zealand

- Bachelor of Science majoring in Computer Science and Mathematics
- Bachelor of Commerce majoring in Business Information Systems
- Awards - Senior Math Award, 1999 and Microsoft New Zealand Internship, 2000

EXPERIENCE
2001 - 2008

BearingPoint Inc. *Global Management Consulting firm (worldwide revenues of \$900M)*

Manager, Financial Services (2006 – 2008) Redwood City, CA

- Defined a go-to-market strategy for the launch of a new commercial business unit for a global payments card association
- Managed a team of 15-20 people to achieve BASEL II system of international banking regulations for a major mortgage lending financial institution
- Defined an enterprise-wide information security strategy for a global payments card organization and a business plan to secure funding of over \$100M+
- Conducted the feasibility assessment and vendor selection of a new customer loyalty program for a national banking institution resulting in cost reduction of over \$50M

Senior Consultant, Financial Services (2004 – 2006) Mountain View, CA

- Defined a business vision to enable cost savings of nearly \$10M and identified process efficiencies for the commercial business unit of a payments card association
- Engineered costing and profitability models (later adopted by international affiliates) for global projects in new product development for a payments card association.
- Analyzed a global product failure from inception to market reaction for a leading Financial Services client, and coauthored a CEO level report documenting the findings for future product design improvements
- Led a team through the analysis, design and definition of best practices for enterprise wide knowledge management tools at a mortgage institution

Analyst & Consultant, Technology Services (2001 – 2004) Auckland, New Zealand

- Defined best practice business processes to launch the first 3G telecom in Thailand
- Assessed change management business processes for a leading healthcare provider in New Zealand focused on organizational issues resulting from a merger deal
- Designed an online portal for a Government Trade Association to showcase New Zealand products and help promote trade partnerships for the country's exporters
- Coordinated the testing and delivery efforts of a Customer Relationship Management technology platform and defined change management processes for a leading International Auto Finance organization

ADDITIONAL

Languages: Fluent in English, Hindi and other regional Indian languages

Interests: Biking; hiking; writing; international travel; volunteering

ARJUN GUPTA

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Member of Consulting Club and BEREC (Energy Club)
- 2009 Energy Symposium Lead
- Member of council that worked with VC's and scientists, under the CleanTech2Market program, and formulated a business plan for a new solar chemical technology

Indian Institute of Technology, New Delhi, India

GPA 7.9/10 (95th percentile)

Bachelor of Technology, Industrial and Production Engineering, May 2004

- Captain of Institute tennis team. Won bronze medal at 2003 inter-collegiate sports meet
- National Social Service (2000-02) – organized blood donation camps and literacy drives

EXPERIENCE

Dec'04 – Jun'08

Schlumberger Oilfield Services (World's largest oilfield services company)

Senior Operations Engineer: Saudi Arabia (2 months) & Malaysia (6 months)

- Initiated and coordinated an extensive program, as QHSE leader, to increase conformance to service quality and safety standards by more than 80%. Organized facility audits, and conducted comprehensive workflow analysis, with individual operation teams, to chart out an executable point to point remedial action plan.
- Specially deputed as SME to India, to assist in securing a long term offshore development contract with the biggest private petroleum company in South Asia.
- Developed a user-friendly operations model using complex force analysis. The model, validated by the global engineering center, eased job design and helped avoid failures.
- Supervised 2 critical back to back perforation projects with revenues of US\$ 2.5 million.

Operations Engineer: Saudi Arabia (14 months) & France (2 months)

- Led diverse teams of 5-10 members on 15 challenging reservoir evaluation projects in 2006 - complete from technical design to real-time onsite execution, monitoring and problem solving. The projects earned direct revenues in excess of US\$ 10 M.
- Supervised the first integrated testing project in Saudi Arabia, seamlessly coordinating between vastly diverse service teams from more than 5 different companies. The project was for a new Russian client, and had a net worth of around US\$ 100 M.
- Prepared and introduced new operational design to client, which enabled the client to test challenging reservoirs in lesser time and save US\$ 1M on each future test.
- Implemented an innovative awards program, as member of Loss Prevention Team, which increased the declining number of hazard identification reports by 50% in 2 months.
- Selected out of 150 people to be awarded top contributor to the business segment in 2005.

Junior Operations Engineer: Saudi Arabia (10 months) & France (2 months)

Jul'07 – Dec'07

Centre for Science and Environment (CSE): New Delhi, India

Full-Time Research Fellow (While on sabbatical leave from Schlumberger)

- Completed a detailed technical research paper on potential of solar thermal technology.
- Worked with senior officials in the energy ministry and industry to develop a public policy plan for incentivizing and promoting implementation of the technology.
- Kick started an environmental awareness program targeted at students. Within 2 months we enrolled 10 major high schools into the program.

ADDITIONAL

- **Internships:** Summer '04 – Pearl Engineering Polymers Limited, Pune, India
Summer '03 – Gebr. Becker GmbH & Co., Wuppertal, Germany
- **GMAT score: 770**
- **Community Activities:** Organized and instructed free tennis clinics for underprivileged children in Delhi, in association with Peninsula training academy; 2003-2004 and 2007
- **Other interests:** traveling (15+ countries), reading (fiction), table tennis, cricket

OBJECTIVE Seeking to re-enter the energy sector in a marketing or a business development role

EXPERIENCE 2005 - Present **InQira, Inc** San Francisco Bay Area, CA

Product Manager for InQira Intelligent Search (2006 - Present), Business Analyst (2005-2006)

- Expanded the Search capabilities of InQira to 12 new languages, generating over \$6M in revenues (~20% of total in 2007) from multiple Fortune-1000 customers.
- Launched the Financial Services “Intents” module which contributed over \$2M in revenues.
- Leading a one year, complete product release cycle from writing PRDs through testing, training & documentation.
- Drove an organizational change from “waterfall” to “agile” software development using SCRUM.
- Launched and managed a 3-month long Alpha testing program with key customers.
- Managed multiple vendors, aiding in technology evaluation and license negotiations.

2004 – 2005 **Providian Financial** San Francisco Bay Area, CA

Marketing Analyst for Customer Acquisition

- Planned A/B tests and promotions by data analysis to acquire customers through Direct Mail and Email.
- Responsible for monthly forecasting process for over 10 credit-card partnerships.

2004 - 2004 **Capital One Financial** Richmond, VA

Operations Analyst for Call Center Strategy Group

- Derived a new model for “yield based scheduling”, with a potential cost savings of \$2.3M, to bridge the gap between call demand forecasting and FTE staffing models.
- Recommended and implemented a statistical phone calling model to maximize customer contact rates.

2003 - 2003 **Alcoa, Inc** Pittsburgh, PA

6-month Internship in Sustainable Manufacturing - Green Roofs

- Performed an NPV analysis of using Green Roofs for Alcoa’s new smelter in Europe. Although the NPV was -\$7.7M, it was approved to the next stage due to the positive PR opportunities for Alcoa.
- Created a scientific model to predict the environmental impact of installing green roofs on a smelter.
- Benchmarked technology and cost drivers with German vendors to identify a solution suitable for US.

2000 - 2002 **Schlumberger Oilfield Services** Assam, India

Field Engineer (2001-2002), Junior Field Engineer (2000 – 2001)

- Supervised over 130 operations which generated over \$3M, resulting in one of the best years for the site
- Led a team of 8 field professionals, 24x7, to carry out technical oil-well operations for the Indian national oil and gas client – ONGC.
- First woman engineer to work in East India oilfields, a politically unstable area, for an extended time.
- Received Schlumberger Safety Award for contributions towards promoting workplace safety.

EDUCATION 2007 – 2009 (Expected) **Haas School of Business, Univ. of California, Berkeley**

MBA with emphasis in Entrepreneurship and Marketing

- Participated in business plan competitions with a plan to marketing solar powered back-up electricity in India
- Technology transfer project with Lawrence Berkeley Lab (LBNL), evaluating to bring an early-stage solar-chemical storage technology to market.
- Projects in Electricity Markets and Regulation, GRI Reporting for Electric Utilities

2002 - 2003 **Univ. of Michigan, Ann Arbor**

Masters in Manufacturing Engineering with courses in Six-Sigma, Product Development and Supply Chain

- TMI Scholarship for Excellent Academic Achievement

1996 - 2000 **Indian Institute of Technology, Bombay**

Bachelors in Chemical Engineering

- Sr. Thesis: Studied the environmental impact and economics of a company recycling consumer items.
- Interned at Asian Paints analyzing the waste incinerator required for handling the hazardous waste. The project helped the plant achieve an ISO-14001 rating.
- Leadership: Chemical Engg. General Secretary (1999-2000), Publicity In-charge for Techfest 2000

ADDITIONAL Activities: Volunteer at Clean Tech California, Berkeley Energy Club
Power user of MS Excel, MS Powerpoint, MS Word. Data analysis using SQL, MS Access

KRISTOPHER R. HARDERS

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kris_harders@mba.berkeley.edu || 201.344.1424

EDUCATION

UNIVERSITY OF CALIFORNIA Berkeley, CA
Walter A. Haas School of Business, MBA Candidate 2009

- ◆ Emphasis in Energy, Sustainability, and International Development
- ◆ Berkeley Energy and Resources Collaborative, VP of Events

UNIVERSITY OF MIAMI Coral Gables, FL
BBA in International Finance and Marketing, minor in Economics

- ◆ Graduated May 2000; GPA of 4.0, ranked first in class of 277

PROFESSIONAL EXPERIENCE

NEW ENERGY FINANCE Palo Alto, CA
6/2008 – 8/2008 *Summer Associate*

- ◆ Analyzed annual data and developed content for a year end research report highlighting venture capital and private equity financing activity within the renewable energy industry
- ◆ Explored public venture capital mechanisms available within cleantech as part of the United Nations Sustainable Energy Finance Initiative
- ◆ Researched and authored synopses of various sectors within renewable energy as part of a client mandated project for a multinational business advisory firm

MORGAN STANLEY New York, NY
8/2004 – 5/2007 *Business Analyst / Trading Assistant*

- ◆ Collaborated with technology teams in the development of strategic enhancements to the trading platform and related tools, reducing certain process times by nearly 100%
- ◆ Initiated a cross-functional training program for technology support staff, augmenting their knowledge of system users' requirements and of the business overall
- ◆ Coordinated with numerous upstream and downstream groups to effect the settlement of over \$25 billion of derivative contracts related to several large corporate debt defaults
- ◆ Developed an objective, scalable cost allocation model to be employed by multiple support groups thereby helping to consolidate operations cost allocation methodology

DEUTSCHE BANK New York, NY
3/2004 – 8/2004 *Financial Analyst, Securitized Product Group*

- ◆ Re-engineered a tracking model to isolate discrepancies and more accurately manage a home loan financing line consisting of several hundred loans totaling over \$500 million
- ◆ Evaluated loan performance and financing needs across several lending facilities totaling over \$1.25 billion in assets, one-fourth of the group's total financing lines

LEHMAN BROTHERS New York, NY
9/2000 – 3/2004 *Operations Analyst, Fixed Income Trade Support*

- ◆ Maintained the operational needs of several different trading desks across numerous product lines, ranging from \$50 million to over \$20 billion in daily trading volumes
- ◆ Liaised with several internal and external parties to oversee the issuance, settlement, and continued maintenance of various hybrid, structured financial products

ADDITIONAL EXPERIENCE

LANGUAGES: Conversational abilities in Spanish and French
VOLUNTEERING: English teaching in Costa Rica; Grid Alternatives, solar installations for low income homes; Special Olympics; and City Harvest, a food rescue organization

Rahul Jauhari

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rahul_jauhari@mba.berkeley.edu

EDUCATION

Haas School of Business, University of California Berkeley, California
Master of Business Administration, 2010 (expected)
Stanford University Stanford, California
M.S. in Management Science and Engineering (Finance and Economics major), 2004
Indian Institute of Technology, Delhi New Delhi, India
Bachelor in Mechanical Engineering, 1998

EXPERIENCE

1999-present

Applied Materials, Inc. Santa Clara, California
Business Manager, Strategy - Mergers and Acquisitions (Aug 2008 – present)
Silicon Systems Group (*business group revenue \$6 billion*)

- Screened semiconductor capital equipment companies for M&A pipeline to obtain board approvals for initiating negotiations with targets. Prioritized target companies based on product portfolios in growth segments through complex analysis of semiconductor manufacturing flows (over 300 process steps utilizing products from multiple companies).
- Analyzed industry M&A trends and developed scenarios for a down economy. Identified distressed companies based on performance and capital structure (leverage, liquidity and solvency, interest and debt coverage, Altman score). Projected financials under stress conditions to estimate cash burnout periods.
- Prepared pitch-books and performed due diligence spanning industry sources, technical presentations, SEC filings, equity research reports, and analytics tools. Financial modeling and valuation analysis for multiple companies and asset transactions (using DCF, comparables, multiples). Developed revenue and synergy projections working with technology experts.

Global Product Manager (Jan 2005 - Aug 2008)
Metal Deposition Products Division (*division revenues over \$1 billion*)

- Product life cycle (PLC) management for Aluminum and Titanium products that contributed >\$400M yearly revenues. Coordinated cross-functional teams (from engineering, process, Q&R, legal, manufacturing, software, regional accounts, spares) for new products development and release.
- Made product presentations to customers and conducted global product sales trainings. Managed product marketing collaterals and developed competitive strategies that helped maintain >80% market share.
- Presented new product marketing and business plans to CXO level management. Performed new project financial analysis (NPV, market sizing, resource planning, cost, margin and value pricing).
- Managed the development of CVD Aluminum product for Flash/ DRAM memory applications. Product secured 100% Aluminum business at world's largest memory manufacturer, generated >\$300M revenue.
- Managed development of Versa TTN product for patterning applications. Launched product at SPIE 2007 conference. Product adopted for high volume production at world's largest microprocessor manufacturer.
- Managed and released Extensa TTN product, adopted at >15 fabs worldwide. Product launched in Semicon West 2008.
- Released a new system, targeting high growth packaging applications, having market size over \$200M.

Process Engineer (Oct 2001-Dec2004), **Global Product Support Engineer** (Dec 2000 –Oct 2001)

- Characterized systems and process performance through data acquisition, statistical analysis, simulation and modeling, reliability testing and experimental designs.

Customer Engineer (1999-2000) Singapore

- Supervised client site team of five engineers on new system installations of over \$50M. Strong customer appreciations led to 'Star Employee' award out of 500 employees.

ADDITIONAL

Computational: Excel VB programming, Monte Carlo simulations - XL Sim, Crystal Ball, PowerPoint/ Thinkcell, Analytics and databases - Capital IQ, Thomson One Banker, OneSource, DataQuest
MBA Projects: Structured financing of solar power projects, SunPower project in Haas@Work program
Trainings: Training the Street - Corporate Valuation workshop, Applied Materials' M&A workshop
Relevant Courses: M&A, Global Financial Services, Financial Statement Modeling, Designing Financial Models, Investment Science, International Finance, Entrepreneurial Finance, Decision Analysis
Memberships: Haas Finance Club, Berkeley Energy & Resource Collaborative, Stanford Bases, TIE
Languages: Fluent in English and Hindi; elementary French; **Interests:** Travelling, camping

EDUCATION

University of California at Berkeley -Walter A. Haas School of Business

Master of Business Administration, May 2009

- **Emphasis:** Real Estate and Clean Technology
- **VP External Relations:** Berkeley Real Estate Club
- **Recipient:** Packard Environmental Fellowship; Social Enterprise Education Design Fellowship

Hong Kong University of Science and Technology - MBA Exchange program (Fall 2007)

University of California at Riverside- Certificate in Geographic Information Systems, 2002

Marquette University, Wisconsin - B.A. in Anthropology

EXPERIENCE

2008-Present

UBS Realty Investors

San Francisco, CA

MBA Intern/Associate- Asset Management

- Led the UBS Solar Initiative to evaluate the potential for solar projects on commercial real estate assets throughout the UBS portfolio.
- Established sustainability and renewable energy goals and metrics for specific properties.
- Negotiated contracts and structured financing for commercial solar projects with 3rd party financiers.
- Coordinated the partnership and investment of \$50 million renewable energy fund into commercial solar projects.
- Perform valuation modeling for acquisition underwriting and asset management budgeting.

2008-Present

Allopartis Inc-Biofuel Start-up

San Francisco, CA

Business Development/Strategy Consultant

- Wrote the business plan, performed market analysis and financial modeling for early stage biofuel start up.
- Developed marketing and pitch strategy to secure seed funding from VC investors.
- Conducted detailed financial and corporate strategy analysis. Developed and managed 3rd party relationships for professional collaborations.

Spring 2008

Environmental Defense Fund

San Francisco, CA

MBA Intern- Oceans Program

- Developed the sustainability marketing plan for the Morro Bay, California fishing community.
- Created economic/financial models for sustainable fisheries programs in California.

Spring 2008

Navigant Consulting

San Francisco, CA

MBA Intern- Management Consulting

- Established metrics to measure the impact of current sustainability plans and environmental management operations for commercial and public entities in California.
- Performed industry analysis and company profiling for the California Sustainability Alliance.

Summer 2007

Institute of Human Origins & Arizona State University

Mossel Bay, South Africa

Volunteer Scientist

- Assisted in research strategy development and data collection for climate change research.
- Managed a staff of 7 graduate student researchers.

2005-2007

Tetra Tech Inc. - Environmental Engineering/Consulting

Lafayette, CA

Geographic Information Systems Associate/Manager

- Developed the Green Procurement Policy for several US Air Force bases. This Plan guides the strategic sustainability operations of the bases to increase the use of environmentally friendly products, alternative fuels and renewable energy, and reduce operating costs through efficient environmental materials and energy management.
- Formed cross-functional team of scientists and engineers to increase sustainability and reduce costs of environmental engineering projects and in-house operations.
- Led and managed spatial analysis for a variety of sustainable development/Superfund remediation projects.
- Developed growth and marketing strategy for the GIS department; instrumental in winning several key projects totaling over \$1,500,000.

ADDITIONAL

- **Leadership in Energy and Environmental Design-Accredited Professional** (Pending)
- **Member:** Urban Land Institute; Berkeley Energy & Resource Collaborative; Net Impact
- **Participant:** Clean-Tech to Market competition 2009

PAULA A. KEEBLER

1607B Martin Luther King Jr. Way| Berkeley, CA, 94709| 415-305-0993| Paula_Keebler@mba.berkeley.edu

EDUCATION

University of California at Berkeley, Haas School of Business / School of Public Health
Master of Business Administration / Master of Public Health, December 2010

- Managing Fellow for Venture Innovation Program; build multidisciplinary teams to promote commercialization and licensing of medical device innovations at UCB and UCSF
- Elected Co-VP Partnerships, Haas Entrepreneurs Association
- Elected Co-VP Careers, Haas Healthcare Association

University of Notre Dame, Mendoza College of Business
Master of Science in Accountancy, 3.90 GPA, August 2004

University of California at Los Angeles

B.A. in Business Economics, Spanish Minor, 4.0 Major GPA, 3.92 Overall GPA, June 2003

- Phi Beta Kappa, Honors College Thesis, Summa Cum Laude, Golden Key Honors Society

EXPERIENCE

Current Projects

- Developing business plan for \$20M grant application for cell-based regenerative medicine.
- Conducting research on challenges facing Chinese healthcare and biopharma/device industry.

2006-2008

Gilead Sciences, Inc.

Foster City, CA

Senior Financial Analyst, Financial Planning and Analysis

Served as primary business partner to the SVP of Cardiovascular R&D. Met directly with executive team and enabled management decision-making via preparation of financial forecasts, strategic plans, workforce planning reviews and ad-hoc analyses.

- Developed 10-year strategic plan for Cardiovascular Therapeutic area, presented recommendations to senior executives, and secured \$750M in near-term R&D investment.
- Created and presented “Finance for Non-Finance” course to 80-person worldwide IT dept.
- Implemented budgeting and forecasting processes for the Cardiovascular Therapeutic Area, with budget responsibility for \$130M and 130 employees.
- Designed employee attrition analysis and presented findings to SVP of Human Resources; analysis used by senior management to assist with global recruitment and benefits decisions.
- Improved forecast accuracy from 30% to 5% variance for areas of responsibility, leading to better EPS management as well as budget approval for additional international clinical trials.
- Achieved highest annual performance ranking, conferred to 5-10% of employees.
- Granted key contributor award in 2008, presented to approximately 5-10% of employees, for providing quality analytical support to Cardiovascular R&D business partners.

2003-2006

Ernst & Young, LLP

San Jose and San Francisco, CA

Senior Auditor, Assurance and Advisory Business Services

Acquired 3.5 years life science industry experience serving clients including Genentech, Exelixis, and various biotechnology and nanotechnology venture-backed private companies. Led teams of 3 to 8 staff auditors in the planning and execution of financial and internal control audits.

- Selected for competitive three-month Transaction Advisory Services rotation in summer of 2006. Performed due diligence and analytics for private equity transactions, including cash flow, balance sheet, and working capital analyses.
- Earned High-Impact award and highest annual review performance ranking, both awarded to less than 10% of employees. Awarded three additional spot bonuses for demonstrating quality at private nanotech client, leadership at Genentech, and integrity at private biotech client.
- Selected for UCLA recruiting team, tasked with networking and outreach for college recruits.
- Gained deal exposure via audits of two IPOs and four debt offerings.

ADDITIONAL INTERESTS

Volunteer: Mentor for Team in Training, raising \$9K for Leukemia & Lymphoma Society while completing two marathons and three half marathons over the last four years.

Club Participation: Haas Healthcare Association, General Management & Strategy Club, Haas Entrepreneurs Association, Women in Leadership, Global Initiatives, and Wine Club.

Bumjo Kim

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(510) 499-3429 • bumjo_kim@mba.berkeley.edu

EDUCATION

University of California at Berkeley, Haas School of Business

MBA candidate, May 2010

- Dual focus on Digital Media and Entrepreneurship; Management of Technology certificate program; International Business Development
- Co-Lead for Gaming Module Exhibition at Digital Media and Entertainment Conference 2008

Korea University

Bachelor of Business Administration, February 2005

- Internship at Korindo (leading Indonesian conglomerate); performed market research on shoes and newsprint market; planned marketing mix strategies
- Exchange student at University of British Columbia, and Jiaotong University in Shanghai

EXPERIENCE
2004-2008

Accenture, Management Consulting Group

Seoul, Korea

Consultant (2006 – 2008); Analyst (2004 – 2006)

Project Leadership in Technology

- Led cross functional and multinational team in defining business requirements, customizing and implementing B2B marketplace trading software; completed project three months early and 25% under budget
- Managed a team of finance, accounting, marketing and IT professionals to perform detailed profit and risk analyses of 10 million customers; analytical insights drove new product strategy and development of new profit forecasting system
- Led a team of three client members and seven engineers to design and implement a Management Information System; rapid promotion to Consultant with the “Very Top of Peer Group” performance rating

Business Analysis and Strategic Planning

- Defined overseas investment banking market opportunity and presented entry strategy into Hong Kong; supported successful opening of Hong Kong branch
- Constructed extensive financial model which estimated pricing and P&L for a new bank product; model was sold to major global banks resulting in Accenture revenues of US\$120 M
- Analyzed organizational impact of new global banking regulation and consulted on change management; client became the first in Korea to achieve compliance to the new regulation

Business Development

- Spearheaded the creation of Accenture’s financial service division in Korea, which became one of the market leaders with a 31% market share
- Evaluated partnership opportunities with third-party vendors by identifying expected synergies; negotiated revenue sharing and resource allocation terms for partnerships

2000-2002

510 Air Defense Corps, Korean Army

Anyang, Korea

- Managed 12 soldiers as squad leader, participated in revising Seoul air defense strategy; received “Commendation Medal” for early detection of flying objects from North Korea

1998-2000

Pike Team (animation & cartoon publishing company)

Deagu, Korea

Co-founder

- Identified new business opportunities in the educational cartoon and animation publishing for domestic and overseas market; built organization of six cartoonists and four animators
- Communicated frequently with book and video retailers in Korean and U.S markets to promote display and sales; two books achieved “best seller” status and generated first-year revenues of US\$ 100K

ADDITIONAL ***Avid Traveler:*** Traveled to 28 countries in the last six years

Languages: Native in Korean, fluent in English, recreational in Japanese and Chinese

Amateur cartoonist: 2nd Prize for “Created Cartoon Contest”, founder of club “Picture Squire”

Pedro Kudrnac

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EDUCATION

- 2008 - 2010 U.C. BERKELEY, Haas School of Business Berkeley, CA
MBA Candidate 2010
- *Young Entrepreneurs at Haas* Mentor.
 - Elected LAHBA VP of Marketing.
- 1998 – 2002 UNIVERSIDAD DE SAN ANDRÉS Buenos Aires, Argentina
B.A. Business Administration
- Majors in Marketing and Finance.
 - Awarded Sports Scholarship.

EXPERIENCE

- 2004 – 2008 UNILEVER Buenos Aires, Argentina
- Entered the company in the Young Professionals Program selected among 15,000 applicants.
 - Worked for three different brands, targeted at different consumers in local and regional markets.
 - Owned P&L and budget responsibilities in all positions.
- Product Manager Ala Detergent (2007 – 2008)*
- Analyzed data from Ala's retailers and consumers across regions looking for underline growth opportunities that derived on tactical actions resulting on a US\$ 22 million turnover increase.
 - Led a multitask team to reposition Ala developing in-store promotional strategies and price positioning that increased the brand's presence in stores by 8%, loyalty by 4%, and trial by 18%.
 - Developed a new strategy to optimize Ala's media funds, increasing share of voice 10% while decreasing investment share by 5% and saving US\$ 3 million.
- Product Manager Axe Deodorant (2005 – 2006)*
- Led Axe's consumption plan introducing the concept of mixed fragrances. The brand had a 35% increase in consumption per application and a 10% incremental turnover.
 - Led Axe's antiperspirant platform relaunch obtaining a 36% increase in volume sales and 31% increase in penetration. The brand received the Golden Effie Award, honoring marketing campaigns that combine creativity with outstanding business results.
 - Developed a brand equity and volume promotion to reduce low season turnover coordinating the sales team and the advertising agency, increasing 18% sales against the previous year's period.
- Regional Assistant Brand Manager Sunsilk Shampoo (2004)*
- Analyzed Latin American consumer and market information to assess boards of 8 countries on the introduction of the brand into three new categories.
 - Led a team of 5 people to evaluate the most suitable country where to place a new plant to produce and distribute colorants, reducing operating costs by 40%.
- 2001 - 2003 CAPITAL MARKETS ARGENTINA Buenos Aires, Argentina
Analyst
- Recommended investment opportunities in Latin American stocks resulting on a US\$ 7 million total portfolio value increase.
 - Selected for the Leadership Program, designed to train the top 5 analysts of the company.

OTHERS

- Volunteering Experience: Missionaries of Charity. Calcutta, India (2003).
- Languages: Spanish, English and Portuguese fluent.

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dilai@mba.berkeley.edu

EDUCATION

University of California, Berkeley

Walter A. Haas School of Business
Master of Business Administration, May 2009

- Women in Leadership, Berkeley Energy & Resources Collaborative
- EW MBA Admissions Committee member

University of Pennsylvania

BA in International Relations and History

EXPERIENCE

2008

Evolution Markets, Inc.

San Francisco, CA

Leading national environmental commodities brokerage firm.

Summer Associate

- Worked on the Renewable Energy Credit (REC) trading desk for the leading national environmental brokerage firm. Assisted with the Carbon trading and GHG emissions groups on ad hoc projects.
- Developed database on current and proposed renewable energy projects. Efforts are part of supply and demand forecast of RECs in the Western Electricity Coordinating Council region.
- Provided a comprehensive analysis on Renewable Portfolio Standards for Western states through relations with various Public Utilities Commissions. Interacted and educated potential clients on the current renewable energy credits market in the Western region.

2002-2007

Pacific Gas & Electric Company

San Francisco, CA

Senior Analyst, Regulatory Relations

- Regulatory Case Manager for the State of California's annual allocation of \$5 billion in long term energy contracts and municipal bonds.
- Led a cross-functional team for a CA Public Utilities Commission rate case with members from PG&E's Energy Procurement, Legal, Accounting and Regulatory Relations departments. Resulted in the lowest customer rate among all CA utilities.

2002-2007

Resource Analyst, Energy Procurement

- Developed and presented PG&E's strategic position at a CA Public Utilities Commission workshop for the allocation of \$16 billion of costs among all California publicly owned utilities. Resulted in the reduction of over \$800 million of costs to PG&E's customers in the annual rate case.
- Developed financial models used in the settlements for California energy crisis era litigation between PG&E and large energy companies. Led to multi-million dollar settlements with many energy companies, including Enron, Duke, and Williams.

2000-2002

Arthur Andersen, LLP

Los Angeles, CA

Senior Consultant – Corporate Restructuring

- Developed and performed daily maintenance on databases in the reconciliation of creditor claims in a Chapter 11 bankruptcy case for a large utility company. Resulted in reducing creditor claims from \$45 billion to \$1.7 billion for the client.
- Managed and mentored a team of five analysts on the organization and submission of deliverables for the client.

ADDITIONAL

Languages: Fluent in English and Taiwanese; conversational in French, Spanish and Italian.

Interests: Travel, photography, wine, gourmet cooking, history and languages.

IAN J. LEE

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ian_lee@mba.berkeley.edu; (310) 694-6025

EDUCATION

HAAS SCHOOL OF BUSINESS, UNIVERSITY OF CALIFORNIA AT BERKELEY

Master of Business Administration, May 2010

- Haas Venture Fellow (less than 5% of class); emphasis in Private Equity and Venture Capital
- Selected for 4 case competitions: Adobe, Facebook, Houlihan Lokey Bankruptcy, Berkeley VCIC

UNIVERSITY OF CALIFORNIA AT LOS ANGELES

B.A., Double Degrees in Design Technology and Economics, May 2004

- Graduated in top 10% of class; Magna Cum Laude (Cumulative GPA: 3.8)
- Elected President of Delta Sigma Pi and Head of UCLA's National Business Case Team

EXPERIENCE

2008-2009

THE BEAR FUND LLC

Berkeley, CA

\$8M student-led buyout fund that invests in companies with \$1-5M EBITDA

Private Equity Senior Associate

- Performed extensive industry, company and financial due diligence on investment opportunities in automotive, manufacturing and alternative energy (solar, wind)
- Led due diligence of \$7M medical device manufacturer; performed leveraged buyout (LBO) analysis

2004-2008

DELOITTE CONSULTING LLP – STRATEGY PRACTICE

Los Angeles, CA

Management Consultant (2006-08) & Business Analyst (2004-06)

- Rated in top 5% of nation-wide class of 150 practitioners
- Advised clients in private equity, automotive, manufacturing, high tech and defense industries

Private Equity Due Diligence

- Evaluated consolidation opportunities (over 150 prospective investments) in the auto aftermarket sector for \$6B private equity firm; recommended 5 acquisitions totaling \$200M (*deals in process*)
- Conducted due diligence on \$8B buyout of a Tier 1 parts manufacturer; negotiated contract with transition services provider and designed integration strategy resulting in \$60M of cost synergies
- Led detailed financial, strategic and operational review of a distressed portfolio company for a \$2B Japanese turnaround fund; led bottom-up DCF analysis and presented to investors in Tokyo, Japan

Turnaround Strategy

- Restructured a \$2B aerospace engineering services company; designed future operating models, organizational structures and cost-cutting strategies, resulting in \$50M/year savings
- Led a 10-person client team through a 6-month turnaround of a \$125M precision manufacturing company; reduced direct and overhead costs by 10% resulting in \$10M/year increase in EBITDA
- Developed a 5-year turnaround plan for a \$20B global automotive company that included market entry/exit, joint venture and divestiture decisions, resulting in \$1.4B EBIT improvement

Sales & Marketing

- Generated \$20M of new business in 3-months for a \$150M defense company aiming to expand into the private sector; created sales strategy, based on detailed customer segmentation/analysis
- Commercialized a classified military product developed by DARPA; designed new product offering and business model to capitalize on a \$120M product opportunity
- Developed sales and marketing strategy for a telecom spin-off of a \$60B aerospace company; analyzed sales channel performance, joint venture and partnership options

Summer 2003

BANC OF AMERICA SECURITIES LLC

San Francisco, CA

Investment Banking Analyst

- Executed M&A advisory, debt and equity deals and proposals for companies in the high tech sector
- Performed discounted cash flow, comparables and merger analyses to assess earnings, cash flow and capital structure impacts of various financing alternatives
- Transaction experience on \$100M acquisition of leading storage company and \$100M convertible deal for Mentor Graphics (MENT), a \$850M electronic design automation (EDA) company

ADDITIONAL

Philanthro Productions Inc.: Co-Founder & Board Member of national 501(c)(3) nonprofit corporation

Internships: Merrill Lynch (Buy-Side), Boeing Company (Corporate Strategy)

Bass Barbarians Inc.: Co-founded and grew \$50K bass fishing boat company with father

Passions: Philanthropy, Renaissance Art, Italian Architecture, Football, Swimming, Real Estate, Travel

PHILLIP C. LIU

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EDUCATION

University of California at Berkeley, Walter A. Haas School of Business

Master of Business Administration, May 2010

Emphasis in Finance and Marketing

University of Michigan, Ann Arbor, MI

B.S. in Computer Science, August 1993

EXPERIENCE

Cisco – WebEx Systems, Santa Clara, CA

Jan. 2003 - Present

Sr. Product Manager, Integration Technology

- Managed the development, documentation, and deployment of the WebEx Integration Platform (WIP). The platform comprises APIs used internally and externally by over 1,500 software developers at more than 800 companies including AT&T, Siemens, GE, Genentech, Salesforce.com, Oracle, and SAP.
- Developed WIP support pricing plan including cost and revenue forecasts. Worked with our C.F.O. and senior financial staff to implement the plan.
- Managed the successful development and deployment of a single sign-on identity management system allowing over 100,000 users to authenticate to WebEx services without entering a separate username & password.
- Worked with customers and internal sales, business development, and operations teams to gather and prioritize requirements. Managed engineering and technical writing teams locally and in China.
- Wrote product requirements, test scenarios, release notes, product roadmaps, and technical white papers. Analyzed competitor platforms and market trends.

Platform Marketing Engineer

Feb. 2002 - Dec. 2002

- Worked with partner companies to architect strategic web conferencing integrations with document and learning management, teleconferencing and other applications.

Healtheon / WebMD Corporation, Santa Clara, CA

1997 - 2001

Engineering Manager

- Led a team of engineers in developing an online application facilitating the creation and management of healthcare provider websites. Over 3,200 websites representing 14,000+ providers were built and hosted using this system.
- Analyzed the technology assets of an acquired company and developed a transition strategy to integrate over 250 customer websites and custom software, hardware, and engineering staff.

UBS Investment Bank, Chicago, IL

1994 - 1996

Financial Application Developer

- Consulted with associates in Europe, Asia and North America to develop a global financial derivatives trading system. Integrated interest rate pricing models into deal capture, analysis, and reporting applications.

ADDITIONAL

Lead Inventor – U.S. Patent # 7,421,469, “Initiating a Collaborative Computing Session from an Advanced Capability Telephone”, Granted Sept. 2008.

Languages: Conversational Mandarin Chinese

ADAM G. LORIMER

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EDUCATION **University of California at Berkeley**, Walter A. Haas School of Business, USA

Master of Business Administration, May 2010

- VP Sponsorship, Berkeley Energy & Resources Collaborative, 1000+ members cross-campus - responsible for raising a \$120,000 annual budget and recruiting a BERC Board of Advisors.
- CleanTech-to-Market Program - leading an interdisciplinary team, working with Lawrence-Berkeley National Laboratory to commercialize emerging cellulosic biofuel technologies.
- Semi-finalist, 2009 Berkeley Business Plan Competition – Arktos licenses optimization software for electrical load management and scheduling for the “Smart Grid”.
- 2009 UC Berkeley Energy Symposium planning team – organizing a panel on the future of solar power and producing a film synopsis of the conference.
- VP Partnerships, Haas Entrepreneurs Association.
- Haas Merit Scholar.

Institute of Mechanical Engineers, UK

Chartered Engineer and Corporate Member, March 2008.

University of Sheffield, UK

MEng in Mechanical Engineering (1st Class Honors), May 2002.

- Faculty of Engineering Hector-Wainright Prize for “Best All-Round Engineering Ability”.
- Royal Academy of Engineering Leadership Award and Rolls-Royce Scholarship.
- President of Sheffield University Mountaineering Club.

EXPERIENCE

2002-2008 **BP plc**

Built new businesses for BP as a project engineer on major oil and gas developments around the world.

Topsides Mechanical & Interface Engineer, Skarv Project, 2005-2008 Oslo, **Norway** *\$5bn oil & gas project in the Norwegian North Sea with subsea wells & floating production facility*

- Managed the complex technical and contractual interfaces between a supply chain of engineering and construction contractors spread across Europe and Asia.
- Led six multi-discipline teams to engineer and procure equipment with a total value of over \$20m. Included an innovative system for cleaning produced water to exacting environmental standards.
- Developed the project produced water disposal strategy, reducing our total environmental impact while saving the project over \$53m. Presented to the Norwegian government for approval.

West & East Azeri Area Project Engineer, ACG Project, 2004-2005 Baku, **Azerbaijan** *\$10bn oil field development in the Caspian Sea, consisting of six platforms and an onshore terminal.*

- Led a team of 20 staff to deliver engineering, procurement and project management support for construction and commissioning of two 16,000 Tonne Production and Drilling Topsides.
- East Azeri was completed with zero injuries, on budget and 4 months ahead of schedule, leading to additional gross revenues of approximately \$1.7bn.

Engineering Change Coordinator, ACG Project, 2003-2004 Surrey, **UK**

- Led the project Management of Change process and resolved cross-discipline engineering issues.
- Ensured changes essential to the safety and operability of the facilities were captured, while eliminating non-essential change and halving the average decision time for change requests.

Pipeline Engineer, Exploration and Production Technology, 2002-2003 Sunbury-on-Thames, **UK**

- Consulted on pipeline design, particularly transient hydraulic modelling of gas transmission systems in Guangdong, China and Northern Algeria.
- Seconded to the British Pipeline Agency as a project engineer for a military aviation fuel facility.

1997-2001 Various engineering roles in UK with **Rolls-Royce** - Aero-engine development for light aircraft,
BNFL Engineering – Nuclear waste processing plant design,
Shell Global Solutions - Diesel fuel technology development.

ADDITIONAL INTERESTS

Triathlon (up to ½ Ironman), Alpine and Cross-Country Skiing, Good Food & Wine.

OSMAN S MALIK

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EDUCATION

2008-2010

UNIVERSITY OF CALIFORNIA, BERKELEY, USA

Walter A. Haas School of Business

Master of Business Administration, August 2008 to May 2010

- Focus on Renewable Energy Systems – Regulatory and Finance
- Recipient of the Sainsbury's Management Fellowship from the Royal Academy of Engineers.

1995 – 2000

UNIVERSITY OF STRATHCLYDE, GLASGOW, UK

Masters with Distinction in Mechanical Engineering, June 2000

- Club Captain of the University Rugby Club for 2 successive years
- Elected Board Member of the Strathclyde Student Sports Union

EXPERIENCE

BP

2006-2008

Project Analyst

London, UK

- Analyzed cost, schedule and financial information across the BP Upstream Project portfolio.
- Led and improved BP's competitive benchmarking of capital performance for Upstream major projects. (>US\$100mm)
- Acted as the interface between Corporate Planning and the many globally dispersed project teams.

2003-2006

Project Engineer

Sharjah, UAE

- Managed teams of 20+ people and responsible for a US\$5mm budget.
- Oversaw Mechanical Engineering activities for a gas plant, two loading terminals and interconnecting pipelines.
- Led the following key projects as the Project Manager:
 - Re-wheeling of inlet compressors. (US\$5mm)
 - Subsea inspection and loading hose replacement. (US\$5mm)
 - Decommissioning of 2 trains of Gas Condensate Plant. (US\$3mm)
 - Business Development of gas storage opportunities.

2002-2003

Joint Venture Analyst

Abu Dhabi, UAE

- Performed technical and commercial analysis of Abu Dhabi's major oil and gas projects prior to BP approval.

2000 – 2002

Offshore Support Engineer

North Sea, UK

- Performed rotational roles as an offshore engineer on the North Sea's largest and most complex oil and gas producing platforms.
- Included a secondment to Wood Group Engineering as a design engineer.

BRITISH ARMY

1995

Platoon Commander

Osnabruck, Germany

2nd Lieutenant for a platoon of 30 soldiers responsible for tank engine repair.

ADDITIONAL

Professional Qualifications: CEng MIMECHE – Professional Mechanical Engineer with UK Institute of Mechanical Engineers.

Languages: Fluent in English; conversational in Urdu.

Interests: Kitesurfing; Rugby; International travel.

Voluntary: I raised \$6000 to participate in an expedition to the rainforests of Indonesia. Presently I am teaching energy efficiency to 3rd grade pupils at Berkeley schools.

DAVID M. MANNIX
2626 Ashby Ave. #1 · Berkeley, CA 94705
(415) 846-7818 (mobile) · david_mannix@mba.berkeley.edu

EDUCATION

- Haas School of Business, University of California** Berkeley, CA
Master of Business Administration Candidate, May 2009
- Recipient of CJ White Scholarship for achievements in Finance
 - Principal, The BearFund – the first private equity fund at Haas
 - Head of Development for the Global Social Venture Competition
- Stanford University** Stanford, CA
B.A. in Economics, June 2002
- Minor in Management Science & Engineering
 - Stanford in Santiago, Chile, 2000

EXPERIENCE

Summer 2008

- CIM Group** Los Angeles, CA
\$4.5B private equity fund focused on real estate and infrastructure assets
Summer Associate, Investment Group
- *Opportunity Fund:* Performed financial and transaction diligence on over \$3B of opportunistic investments, including the acquisition of a national hotel management company, an equity investment in a Las Vegas gaming company, and various equity investments in retail, office, and mixed-use joint venture development projects
 - *Stabilized Fund:* Assessed investment potential of multiple geographical markets and underwrote over \$1B of equity and mezzanine investments in core real estate assets

2005 – 2007

- Castanea Partners** Newton, MA
Middle-market private equity fund investing in various industries
Associate
- Performed extensive company, industry, and financial due diligence on investment opportunities in the consumer/retail, business services, publishing, and education industries
 - Led diligence processes for various potential investments and worked with senior management teams to evaluate key business metrics and assess company performance
 - Constructed detailed financial models to evaluate growth opportunities, cost structure, purchase price, deal structure, and add-on acquisitions
 - Executed closing of transactions and coordinated lender, accounting, and legal deal teams
 - Worked with two portfolio companies on a daily basis to implement strategic initiatives
 - Led sale process for Fuze Beverage, which was acquired by Coca-Cola in 2007

2002 – 2005

- RBC Capital Markets** San Francisco, CA
Investment banking division of the Royal Bank of Canada
Analyst, Mergers & Acquisitions and Corporate Finance
- Advised clients on over \$5 billion of completed transactions, including sell-side/buy-side M&A, public equity offerings, equity private placements, and general strategic advisory
 - Constructed complex financial models and performed detailed company valuations
 - Advised Texas Genco on its \$3.7B sale to an investor group, Horizon Organic on its \$300M sale to Dean Foods, and Nautilus Inc. on its \$75M acquisition of Pearl Izumi USA
 - Received associate promotion offer and consistently ranked at top of analyst class

ADDITIONAL

- Volunteer for various educational and environmental nonprofit organizations
- Interests include golf (2-handicap), soccer, skiing, camping, traveling, and playing guitar

Christine Martell

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Global Finalist, Vestas Winnovation Business Competition 2008
- Co-VP, Cleantech-to-Market Commercialization Program for LBNL technologies
- Co-chair, Global Social Venture Competition Mentoring Committee

Claremont McKenna College

B.A. in Economics and International Relations, May 2004

- Cum Laude; Fulbright Scholar finalist
- Resident Assistant, 2003-2004

EXPERIENCE

2004-2008

Deloitte Consulting - Consultant

Los Angeles, CA

Corporate Strategy

- Analyzed market and competitive landscape across Federal agencies for network security managed services. Estimated addressable market to be over \$4B in 2008.
- Managed a 3-person team to develop a business case for a \$150M investment; Identified over \$180M in savings
- Evaluated the opportunity cost of direct vs. indirect sales for a large high-tech manufacturer

Change Management / Talent Management

- Helped design and implement a talent management organization for a 4,000+ employee division of a global oil & gas company; increased hiring yield 30%
- Managed the development of a strategic staffing process to forecast resource needs for over 500 new positions

Mergers & Acquisitions

- Designed and implemented 12 key business processes to support integration activities for a \$20B oil & gas merger; Helped identify \$17M+ in synergies.
- Led 3-person team to design and implement on-boarding processes for 1,000+ employees, resulting in efficiency gains and 25% higher user satisfaction

Leadership and Pro Bono Initiatives

- Developed business plan for the Center for Nonprofit Management
- Managed 5-person team to conduct strategy workshop with the International Medical Corps
- Led campus recruiting efforts for Claremont Colleges (2 years)

2003

Endeavor Global

Santiago, Chile

Venture Associate

- Performed comprehensive due diligence for 12 high-growth Chilean companies with annual revenues ranging from US\$1.5 - US\$11M
- Estimated foreign market opportunities for a \$10M drilling manufacturer; Helped outline market entry paths for entry entering foreign markets
- Researched and interviewed over 20 entrepreneurs in Spanish

ADDITIONAL

Languages: Fluent in English and Spanish

Interests: Soccer; international travel; skiing; kayaking; fishing

MICHAEL MARTIN

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EDUCATION

University of California at Berkeley, Walter A. Haas School of Business **Berkeley, CA**
M.B.A. Candidate, May 2009

- Haas Merit Scholar – scholarship for exceptional merit and career potential
- Management of Technology: China Fellow – selected as 1 of 4 MBAs to study innovation in China
- Berkeley Energy & Resources Collaborative (BERC) – planned 2008 UC Berkeley Energy Symposium: Leadership at the Nexus of Science, Policy & Business
- 2nd Year Project – Creating Middle East focused growth plan for company manufacturing green buildings

Vanderbilt University **Nashville, TN**

M.Ed., Organizational Leadership, Cum Laude, December 2004

B.S., Technological Policy and Spanish, Magna Cum Laude, December 2002

- College Scholars Program – invited as 1 of 20 students to enroll in the honors college

EXPERIENCE

2007 – 2008 SunPower Corporation **San Jose, CA**

Project Consultant; \$10B Vertically Integrated Photovoltaic (PV) & Renewable Energy Company

- Analyzed international markets in order to identify a \$60M/year opportunity in new home PV installations
- Modeled PV financials and quantified fiscal impact in order to develop a new market expansion strategy for Europe and Australia in line with the firm's strategic aim to reduce risk through market diversification

Summer 2008 ZS Associates **San Mateo, CA**

Summer Consultant; ~\$500M Management Consulting Firm Focused on Sales, Marketing & Operations

- Analyzed quantitative data to raise customer retention to 85% by identifying drivers in consumer decisions
- Conducted market segmentation analysis and recommended an entry strategy for a sophisticated technology in order to boost product sales

2004 – 2007 Huron Consulting Group with Stockamp & Associates, Inc. **Chicago, IL**

Experienced Associate; ~\$750M Operational & Strategy Consultancy

- Optimized supply procurement (99.9% accuracy) upon detecting process deficits via root-cause analysis, which reduced costs by 5% and case duration by 10%, while raising physician satisfaction by 15%
- Trained 100+ nurses to balance financial and clinical priorities using proprietary report cards and dashboard metrics that augmented accountability, leading to increased revenues ~\$15M/hospital
- Managed (1-3) associates on each engagement using 360° feedback and strong interpersonal skills in order to help them set and achieve their career goals

ADDITIONAL

International Habitat for Humanity International – Global Village **Latin America & Asia**

- Led volunteers on & planned builds with affiliates around the world speaking in the local country's dialect
- Collaborated with locals to raise cultural awareness; procured goods & services, and ensured team safety

University of St. Andrews – Certificate in Terrorism Studies, 2008 **Scotland, UK**

Languages Fluent in English & highly conversational in Spanish

Interests Traditional & Renewable Energy; High Altitude Trekking (Mt. Everest); Marathons (5); Italian Cooking

NEILESH MUTYALA

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(202) 270-6266 | neilesh_mutyala@mba.berkeley.edu

EDUCATION

University of California at Berkeley

Walter A. Haas School of Business
Master of Business Administration, May 2010
Haas Merit Scholarship Recipient

Harvard University

A.B. Magna Cum Laude in Social Studies (interdisciplinary, honors-only), June 2004
Received John Harvard Scholarship each year for Class Group Rank I (>3.7 GPA)

EXPERIENCE

2004-2008

Oliver Wyman – Financial Services

New York, NY

Strategic Technology and Corporate and Investment Banking Practices
Job Manager

- Managed teams of 3-12 consultants and authored proposals for top-tier global Financial Services institutions. Lead for projects in New York, Boston, London, Scotland, Turkey, and Australia.
- First consultant to join the new Strategic Technology practice in 2004, which grew to \$50M, 10% of firm revenues and 40 aligned consultants by 2007. Managed the practice until 2006.
- Focus on capital markets, credit valuation, IT/Operations, risk analytics, organizational design.
- Led internal review of firm’s green strategy with team of 30 partners and consultants. Environmental Task Force established the first firm-wide carbon-reduction strategy.

2006-2008

The Big Think

New York, NY

Consultant

- Created business plans (valuation models and investor presentations) for Series A & Series B financing for online venture, focused on creating and distributing knowledge-oriented media.
- Series A financing raised \$1.4MM from investors including Larry Summers, Peter Thiel (Founder, PayPal), Tom Scott (Founder, Nantucket Nectars) and Gary David Goldberg (film producer).

ACTIVITIES

Clean-Tech-to-Market

- Partnership between Lawrence Berkeley Labs and graduate schools to develop a licensing strategy for a recent clean-tech lab invention.
- Leading team of five chemical engineers, law and business students on electrolyte solutions for Lithium Ion batteries. Pursuing partnership with Trident Capital.

Haas Venture Fellows

- Mentorship opportunity with a Venture Capital firm. Have helped evaluate 20+ Electric Vehicle/Li-Ion battery pitches in partnership with Chrysalix Energy Venture Capital.

Berkeley Energy and Resources Collaborative

- Co-chair of the Energy Symposium Panel, entitled Future of the US Automobile, February 2009.

Venture Capital Investment Competition

- National competition to evaluate business plans in a mock-VC setting. Competition judged by 5 Bay Area VC firms; on 1 of 5 teams selected out of 30. Haas competition held in February 2009.

Harvard Square Homeless Shelter

- Awarded Steiner Community Service Fund Grant to build Resource Advocacy Program. RAP created a space for student case managers to partner with shelter guests to find solutions to homelessness including employment, health care, low-income housing, and food access.
- Managed over 40 guest cases and staff of 12 student volunteers in 1st year of operation.

INTERESTS

Travel, intramural softball and bocce, wine production and legal theory.

SONSOLES NAVARRO

1423 Oxford Street, 94709 Berkeley, CA
510 508 6916, sonsoles_navarro@haas.berkeley.edu

EDUCATION

- University of California, Berkeley – Haas School of Business** *Berkeley, CA*
08/08 – 05/10 Master in Business Administration
- Selected for the Clean to Market program to commercialize the Arsenic Removal technology developed by the Lawrence Laboratory
- 09/00 – 10/05 **Universidad Pontificia Comillas – ICAI** *Madrid, Spain*
MS in Industrial Engineering
- 09/03 – 06/04 **Université Catholique de Lille – HEI** *Lille, France*
International Exchange Scholarship

EXPERIENCE

- 05/08 – 08/08 **MMC GROUP**, Associate (freelance consultant) *Khartoum, Sudan*
Consultancy firm specialized in Telecom consulting for emerging countries
- Defined short & long term strategy to increase profitability for a major Sudanese telecom operator
 - Diagnosed of current situation and future outlook. Analyzed industry trends, competitor positioning and company's improvement areas. Modeled EBITDA impact of four different strategies. Evaluated associated risks vs. success
- 11/07 – 03/08 **CANDESIC**, Associate (freelance consultant) *Madrid, Spain*
Consultancy firm specialized in Private Equity
- Defined strategy to increase revenues in the passenger road transport industry. Identified 15 revenue streams
 - Analyzed existing sales channels (internet, call centre, travel agencies, auto sales machines etc); and proposed necessary improvements to double revenues
- 01/06 – 10/07 **ROLAND BERGER STRATEGY CONSULTANTS**, *Madrid, Spain*
Junior Consultant
- Elaborated methodology to estimate the effect of entering new markets for a main waste vehicle manufacturer with an estimated impact of 200 million EUR
 - Designed 500 million EUR investment plan (2007 – 2012) for main gas company
 - Defined entry strategy in the Spanish and Portuguese market for main French gas utility *Paris, France*
 - Outlined functional migration to complete integration of main German utility in the Spanish market *Dusseldorf, Germany*
 - Restructured and optimized procurement department of main Spanish wind turbine manufacturer
- 10/05 – 12/05 **EADS**, Investment Engineer (Procurement Department) *Madrid, Spain*
- Negotiated and analyzed suppliers at a national and international scale

ADDITIONAL

- Native Spanish, Fluent English, Competent French
- Leisure time counselor under acknowledged certificate “Monitor de Tiempo Libre” (4-year experience in summer camps)
- Volunteer with “Zerca y Lejos” non-profit organization at Bengbis, Cameroon: designed and launched construction of a clean water source and collaborated in the building and conditioning of a pigmee children's home (2005)
- Founder of Wikai, online tool to massively promote volunteering
- Active member of Net Impact, Women in Leadership and the European club
- Interested in travelling, skiing, golf, restaurant exploration, innovative dressing and music collection

PRENTISS NELSON
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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Elected Vice President of Social, MBA Association (student government)
- Managing Editor, Haas Week Student Newspaper
- Affiliations: Finance Club, Consulting Club, Haas Technology Club, Rugby Club, Berkeley Energy Resources Collaborative and Veterans Association
- Haas Merit Scholarship Recipient
- GMAT: 750

United States Naval Academy, Annapolis, MD

Bachelor of Science in Systems Engineering, May 2002, Graduated with Merit, GPA: 3.76/4.0

- Superintendent's List and Dean's List, Spring and Fall, 1999-2002
- Inducted into Tau Beta Pi academic fraternity for excellence in engineering

EXPERIENCE

2002-2008

United States Marine Corps

San Diego, CA / Iraq

Assistant Battalion Operations Officer, 2008; Company Executive Officer, 2007; Series Commander, 2006; Battery Executive Officer, 2005-2006; Platoon Commander, 2004-2005; Artillery Forward Observer, 2003

Leadership and Project Management

- Commanded, evaluated and mentored 25 senior enlisted Marines serving as drill instructors
- Supervised and managed a unit of 150 Marines performing border patrol operations across 6,000 sq. km. of desert
- Organized and led Marines on 40+ vehicle patrols during combat operations
- Managed acquisition, maintenance and inventories of over \$25 million of equipment and ammunition, including howitzers, vehicles, weapons and communications equipment
- Mobilized 160 Marines and equipment on six occasions—including movements to international destinations

Innovation and Analytical Problem Solving

- Assisted in designing and implementing a new training schedule and physical conditioning program following a Marine Corps-wide reorganization of recruit training
- Managed a constant flow of training data, identified deficiencies and increased a company's training efficiency of Marine Corps recruits from 68% to 88% over 3 months
- Developed an innovative plan while operating from remote areas to manage the maintenance, repair and replacement of 36 combat vehicles valued in excess of \$5 million
- Planned and executed the tactical air and ground movement of 7,000 Marines into and out of a foreign country over a two-week period
- Oversaw operations of more than 1,500 Marines, integrating all required fire support assets to include artillery, mortars and close air support during combat operations

Communication and Interpersonal Skills

- Worked diligently with foreign officials on a daily basis in order to implement an effective border security and customs enforcement protocol
- Prepared and presented daily briefings for the Regimental Commander concerning all coalition convoys and movements into and out of a 1,600 km area
- Taught numerous general military education and professional development classes during entire military career

ADDITIONAL

Awards: Navy and Marine Corps Achievement Medal with combat "V", 2004 and 2006; Combat Action Ribbon, 2004; Drill Instructor Ribbon, 2008; Graduated 6th out of 180 students from Field Artillery Basic Officer Course, 2003

Interests: Rugby, surfing, snowboarding, motorcycles and world travel

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Full-Time Master of Business Administration, May 2010

- Principal of Haas' Socially Responsible Investment Fund (\$1M under management)
- VP of Alumni for the Investment Club

University of California, Los Angeles

B.A. in International Economics and Political Science, June 2003

- Graduated Cum Laude and member of Golden Key Honor Society (top 15%)
- Editorial columnist for the student newspaper, the Daily Bruin

EXPERIENCE

2008- Present

Alchemy Ventures

San Mateo, CA

Investment Management Firm (Structured Finance Fund)

Analyst (part-time)

- Developed structured finance products for institutional investors, evaluated ECN platforms, streamlined internal fund processes, marketed the fund to other traders/hedge funds.

2007-2008

BearingPoint, Inc.

Mountain View, CA

Management Consulting Firm

Senior Consultant

- Created business case and supporting financial model for a \$300 million dollar development complex in Mafraq, Jordan. Worked directly with the lead real estate developer.
- Managed a market demand analysis project for Middle Eastern industrial goods. The analysis sought to quantify market demand for a Special Economic Zone in Mafraq, Jordan.
- Developed a feasibility study for the Department of Homeland Security's real estate assets.

2006-2007

Consultant

- Led process design and business requirement sessions for a major retailer.
- Developed a real estate strategy assessment for a State Auto club, which analyzed short and long term strategic initiatives for the client.

2004-2006

Mitchell Madison Group

New York, NY

Management Consulting Firm

Senior Business Analyst

- Worked on strategy and sourcing engagements for a major insurance carrier. Evaluated business units for current profitability and future growth.
- Designed a quantitative RFP response model to evaluate vendor bids against baseline case.

2003-2004

GreenPoint Financial (now CapitalOne)

New York, NY

Financial Services Firm

Management Associate

- Graduated from management training program (rotations in Retail Branch Management, Secondary Marketing, e-Commerce and Wholesale Mortgage Sales).

ADDITIONAL

Languages: Conversational in French

Interests: Fiction writing; urban hiking; 18 years of guitar training; international travel; cooking

URVI PAREKH
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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration (MBA), expected May 2009

- Focus on Clean Energy Technology
- Winner of 2008 Switzer Fellowship, for career potential in environmental leadership
- Launched the BERC (Berkeley Energy and Resources Collaborative) Alumni Network and created the first BERC Alumni Board while the Vice President of Alumni
- Provide strategic recommendations on product expansion business model to Sungevity, solar installation company, as a consultant
- Represent student body on MBA Program Committee with administration and faculty

Stanford University

B.S. in Mechanical Engineering, June 2003

- Selected into Cap and Gown Undergraduate Women's Honor Society

EXPERIENCE

MMA Renewable Ventures

San Francisco, CA

Developer, financier, owner and operator of large-scale solar, wind and biomass systems

2008

Deal Team MBA Intern

- Conducted analysis on waste-to-energy markets to identify prime market segments, applicable industries and potential partners
- Assessed international renewable energy production incentives and regulations to identify risks to and opportunities for expansion into new markets
- Developed debt prospectus of current solar project portfolio for prospective investors

SENTECH, INC.

Washington, DC

U.S. Department of Energy-contracted energy and environmental consulting firm

2006-2007

Engineer II, Supervisor

- Developed official briefing materials, presentations and press releases for Solar America Initiative – an integrated solar technology commercialization program
- Drafted a white paper for a \$1.6-billion initiative to invest in energy efficiency and solar technology development, with the goal of reducing U.S. carbon emissions, for pitching to the White House by senior DOE officials
- Established program to help New Orleans schools become more energy efficient, as part of DOE efforts to support energy efficiency in post-Katrina New Orleans
- Ensured clear communication between consultants and company headquarters, serving as manager of client-site staff and primary liaison between clients and management

2004-2006

Engineer, Research Analyst

- Pioneered company's client-site presence in Solar Program and grew team to four members, resulting in promotion
- Oversaw web development of an online tool to educate emergency responders about hydrogen and fuel cell technology and handling hydrogen incidents
- Authored *DOE Hydrogen Program Goal Setting Methodologies Report to Congress* and secured approval from Energy Secretary for submission to the U.S. Speaker of the House and other key Congressional Committee Chairs
- Served as quality control gatekeeper for communication to senior management to ensure strategic and cohesive reporting of across projects and teams

ACTIVITIES

Training for road races; breaking 140 in bowling; conversing in Gujarati with family

JUSTIN PARKER

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EDUCATION

University of California at Berkeley, *Walter A. Haas School of Business*
Master of Business Administration Candidate, May 2009

- Emphasis in international business and emerging market strategies
- Elected to MBA Association (Student Government) *VP of Social*
- *Consultant*, Berkeley Solutions Group: evaluated opportunity for new retail distribution channels for a video game company

University of Southern California, *School of Policy, Planning, and Development*
Master of Public Policy, May 2006

- Emphasis in economic development and public finance
- International city planning lab: Rio de Janeiro, Secretary of Municipal Transportation

Pepperdine University
B.S. Business Administration, April 2002

EXPERIENCE

Summer 2008 **The Dow Chemical Company** Michigan/India

Sustainability & Business Development Intern

- Developed business model for Dow to enter the market for affordable housing in India
- Analyzed market needs, opportunities, and size, and developed entry strategy
- Conducted site visits and interviews of over 40 organizations in 10 cities in India
- Evaluated strategic partnership and investment opportunities, and explored future relationship potential and structure

2006-2007 **Epson America, Inc.** Long Beach, CA

Strategic Planning Analyst

- Analyzed product sales and profitability performance, and developed strategic plans for future product offerings and channel placement strategies.
- Led comprehensive assessment of Epson's ongoing promotion strategy and product launch timing. Findings led to changes in the 2008 product launch strategy and redeployment of product promotions.
- Researched and evaluated current and future market trends. Made recommendations to modify future product designs to capture emerging opportunities.

2005-2006 **Connexion by Boeing** Irvine, CA

Marketing Strategy Analyst and Associate Product Manager

- Led pricing and promotion analysis for the world's first in-flight Internet service. Developed new pricing options that increased purchases on all airlines by 30%, and created promotion mixes that improved revenue performance by up to 70%.
- Launched prepaid card program. Managed \$400,000 program budget and vendor relationship; developed and executed product strategy.
- Defined and oversaw implementation of website content and functionality changes; specific initiatives reduced pricing-related refunds by 65%.
- Developed ROI analyses on all pricing and promotion approval requests to the CFO.
- Championed pricing and prepaid card technical improvements through software development and implementation.
- Led government and executive business jet marketing strategy development; assisted with trade show event strategy and execution.

2003-2005 **The Boeing Company** Seal Beach, CA

Business Career Foundation Rotational Program

Two-year leadership development program, with rotations in: Mergers & Acquisitions, Operations, Financial Planning, Accounting, Contracts & Pricing, and Supplier Management.

- Elected as program representative. Restructured program assignments to improve participation and workload distribution. Implemented first comprehensive survey.
- Analyzed unit operational performance and cash flows, negotiated supplier pricing, and developed corrective action recommendations for financial variances.

INTERESTS

International travel (15+ countries), golf (single-digit handicap), tennis, skiing,

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business
Master of Business Administration, May 2010

- Berkeley Energy & Resources Collaborative, Member
- Berkeley Finance Club, Member

Williams College, Williamstown, MA

B.A. in Economics, June 2001

- Dean's List 1999 – 2001
- Elected House President & Representative to the Housing Committee 2000 –2001
- Williams College Ski Instructor (*PSIA* certified)

EXPERIENCE

2007-2008

Horsley Bridge International

London, England

2005-2007

Horsley Bridge Partners

San Francisco, California

Venture Capital and Private Equity Fund-of-Funds founded in 1983 with over \$10 billion assets under management.

Associate

- Worked directly with investment team to select premier venture capital and private equity groups in the U.S., Asia, and Europe
- Conducted intensive due diligence on over 40 funds in China, India, Israel, Europe, and U.S., including on-location interviews and meetings
- Produced overview analyses of the Venture Capital industry using proprietary database of over 4,000 venture-backed companies
- Co-led new associate hiring, including screening and interviewing candidates
- Selected to transfer to the London office for a one-year program

2001-2004

Cambridge Associates LLC

Boston, Massachusetts

Investment consulting firm providing research and strategic advice to over 860 endowed non-profit institutions and private clients with over \$1 trillion assets under advisory.

Alternative Asset Team Leader

- Selected to manage a team of seven Associates with clients significantly invested in venture capital and private equity
- Managed completion of proprietary Private Equity Exposure Model and led initiative to re-evaluate the cash-flow assumptions for the Model
- Directed bi-quarterly meetings to balance individual workloads and coordinate distribution of client work. Selected and trained new team members
- Coordinated with internal research and consulting departments to assist in extensive fund-level due diligence, including on-site manager meetings and reference calls

Senior Consulting Associate

- Analyzed the effects of investment returns, spending, and inflation on endowments; built quantitative models to examine risk-return relationships of asset allocations and spending policies
- Created monthly performance reports on the global economic environment and presented discussion materials at client Investment Committee meetings, leading portions of the agendas

ADDITIONAL

2003-2005

The Learning Project Elementary School

Boston, Massachusetts

Board of Trustees, Alumni Board Member

Interests: Skiing, carpentry and woodworking, and live music

ARIEL Y. RAK

980 Ohlone Ave. #991 Albany, CA 94706 • (510) 495-6573 • ariel_rak@mba.berkeley.edu

EDUCATION

University of California, Berkeley: Walter A. Haas School of Business

Master of Business Administration, May 2009

- Chair, 2008 Berkeley Energy Symposium, a 550 attendee, \$60,000 conference
- Finalist, 2007 Apple Case Competition
- Runner up, 2007 Chevron Marketing Case Competition
- Led 34 participants on a study trip to Israel meeting with business leaders and companies

Interdisciplinary Center College, Herzlia, Israel: Efi Arazi School of Computer Science

Bachelor in Computer Science (cum laude), June 2002

- Selected as Teaching Assistant for undergraduate JAVA class
- Chosen as a programmer for the dean of the School of Computer Science

EXPERIENCE

2008 (summer)

The Dow Chemical Company

Midland, Michigan

Shared Services Business Development Intern, MBA Leadership Program

- Implemented a new business unit providing services to joint ventures with a \$470M impact to Dow

2002-2007

Component Control

San Diego, California

Enterprise Resource Planning (ERP) software developer for the aviation services industry

Director of Professional Services (2005-2007), reporting directly to CEO and President

- Supervised operations of all service departments, over a third of company employees
- Spearheaded cross-functional efforts to increase sales and quality of professional services; increased the revenue of services sold by 60% year-over-year
- Built positive relationships with customers in North America, Europe, Africa, the Middle East and East Asia by coordinating R&D, sales, finance and marketing departments to satisfy customers' needs
- Managed software enhancements by gathering requirements, addressing impact on application, and defining features, resulting in increased customer satisfaction and product competitiveness
- Led successful implementations of repair facilities in Amsterdam and Miami, resulting in cost reductions for customers and continuous strong relationships with these accounts

Manager of Implementation & Data Services (2003-2005), Technical Support Engineer (2002-2003)

- Founded Data Services department after recognizing the need for value-added software solutions; established service guidelines and work procedures for the new department
- Sold \$100,000 of services during first year of operation; promoted to manage implementation services after one year where I coordinated and provided implementation consulting services
- Provided excellent customer service using strong troubleshooting and analytical skills; promoted to managerial position after six months

1998-2000

Azimuth Technologies

Ra'anana, Israel

GPS-based devices developer for military location and automatic vehicle location (AVL) systems

Quality Assurance Technician, Trainer, and Technical Support Engineer

- Responsible for worldwide customer support in South America and EMEA, increasing customer satisfaction
- Collaborated on a team of hardware and software engineers in the successful introduction of AVL products

1994-1998

Israel Defense Forces (IDF) - Combat Engineering Corps

Golan Heights, Israel

Company Executive Officer (1997-1998), Platoon Commander (1996-1997)

- Promoted to Executive Officer at age 21, responsible for logistics and safety of 120 soldiers during training and active duty; completed assignment with a perfect safety record
- Led platoon in helicopters' crash recovery efforts, displaying significant leadership under stress and ensuring safe completion of the mission
- Commanded numerous rescue and maintenance missions into live minefields
- Won platoon competition and awarded certificate of excellence during combat duty

ADDITIONAL INFORMATION

Languages: Native fluency in English and Hebrew

Extracurricular Activities: Haas Technology Club, Haas Soccer Club, Berkeley Energy and Resources Collaborative; adult literacy tutor; president of homeowner association

Interests: world history, foreign films, nonfiction writing, soccer, international cuisine and travel

SHAULI RAZ

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business, Master of Business Administration, May 2010

- Awarded Haas Achievement Award Scholarship, only 7 awards were granted this year.
- Elected Challenge for Charity (C4C) co-president and Venture Innovation Program Fellow, a business liaison between venture capitalists and students at UC Berkeley.
- Haas Rugby team player and co-organizer of the Israel Business Trek (35 students).

Ben-Gurion University

Beer-Sheva, Israel

Master of Science in Biotechnology Engineering (M.Sc.), Oct 2005

Bachelor of Science in Biotechnology Engineering (B.Sc.), Oct 2003

- Full two-year academic excellence scholarship.
- Conducted the first master's thesis outside the university labs in a biotechnology start-up focusing on nano-particles, an innovative medication encapsulation technology; worked as a full-time employee, built a \$200K lab and managed two researchers.
- Published an article in the "Journal of Pharmacology and Experimental Therapeutics Fast Forward", a leading research journal in the field of pharmacology published since 1909.
- Appointed "Introduction to Biotechnology" course lecturer to 28 undergraduate students, responsible for designing curriculum, grading and career coaching.
- Founded an industry-academic joint venture for 20 Biotechnology engineering students as a result of my Master thesis. Recruited the candidates and secured corporate financial and staff support.

EXPERIENCE 2005-2008

Aafke Karmeli 2000 Ltd.

Haifa, Israel

Medical-device consulting company – Consultant

- Consulted to several start up's and provided recommendations based on in-depth due-diligence processes on market valuation analyses, sales forecasts and FDA regulation. Secured \$825K seed capital for two start-up's by presenting the companies to private investors and government funds.
- Led 120 patient clinical study from failure to success by optimizing examination procedures and personally managing eight medical clinical and administrative medical professionals which resulted in FDA authorization to continue to Phase II of the study. Published an article in the leading European scientific journal.
- Established the Israeli branch of CAESAR, a European multi-center vascular clinical study with 750 patients, to determine the efficacy of an innovative stent-graph in endovascular surgeries. Coordinated the study between Helsinki committee, government health officials and the central hospital in Italy. The study recruited its 40th patient.
- Founded Med-Time, a subsidiary of the consultancy to expand the company service offerings into medical-device marketing. Managed an outsourced sales team of four, coordinated marketing efforts and generated sales of \$50K.

1996-2000

Israeli Defense Forces

- Promoted to Lieutenant at age of twenty. Responsible for recruitment and development of 350 soldiers and officers by partnering with thirty officers from different army disciplines in an infantry battalion. Improved soldier's recruitment rate by 15%.
- Elected Southern Command outstanding officer out of 100 candidates due to a positive impact I made in my reserve unit and promoted to Captain a year in advance.

ADDITIONAL

Community Activities: Professional Photography Instructor for three years during University to underprivileged grade school children from three surrounding low socioeconomic communities.

Interests: Extreme Mountain & rock climbing (Climbed Base-Camp One, Mt. Everest), golf.

Travel: Backpacked in 16 countries including North-America, Asia and Europe.

LAURIE REEMEYER

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(510) 219-0712

laurie_reemeyer@mba.berkeley.edu

EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Emphasis in energy, sustainability and environment
- Berkeley Energy and Resources Collaborative, including Symposium Conference, Community Resources for Science education program.

University of Queensland, Brisbane, Australia

B.E. Hons Class I in Minerals Process, December 1993

- University Medal, 1993
- FTM White prize for character, departmental activities, academic results, 1993

EXPERIENCE

2006-2008

OZ Minerals, formerly Zinifex and Pasmaenco Ltd

Melbourne, Australia

Global copper and zinc mining company (revenues \$2bn pa).

Principal Development Advisor

- Evaluated merger and acquisition opportunities. Technical, economic and operational analysis and due diligence on projects in Australia, USA and Canada.
- Led engineering processing sections of one prefeasibility and one feasibility study for zinc mining projects in Australia and Canada.
- Technical and operational support to mine sites including Acting Karumba Port Manager troubleshooting role.

2003-2006

Manager Metallurgy, Zinifex Century Zinc Mine

NW Queensland, Australia

- Managed 2nd largest zinc mine processing plant in the world. Responsible for safety, operations, maintenance, technical and laboratory services.
- Prepared cost, production, capital and technical plans.
- Implemented capital and operating improvements to overcome plant bottlenecks.
- Coordinated major safety and process loss investigations.

2001-2003

Technical Superintendent, Pasmaenco Century Zinc Mine

NW Queensland, Australia

- Coordinated research, process changes and capital justifications. Implemented process monitoring and variance management to drive process improvements.
- Optimized product quality from mine for key smelting customer saving \$3m pa.

2001-2003

Technical Superintendent, Pasmaenco Elura Mine

Cobar, NSW, Australia

- Analyzed metallurgical performance, and coordinated technical programs to reduce metal losses, improve concentrate grades and reduce consumable costs;
- Supervised 2 Project Metallurgists and 3 Laboratory Technicians;
- Drafted and negotiated oxygen supply contract, managed plant installation.

1994-1999

Mount Isa Mines Limited now Xstrata

Mt Isa, Queensland, Australia

Integrated copper-lead-zinc-silver mining and processing complex (revenues \$1bn pa).

Process Metallurgist

- Optimized day-to-day operation of major copper concentrating plant, including throughput, metal recovery, product quality and consumables costs.
- Developed standard operating procedures and process indicators for operators.
- Commenced as a Graduate Metallurgist doing technical and environmental projects in Copper Concentrator, Lead Smelter and Copper Smelter.

ADDITIONAL INFORMATION

Professional: Member Australasian Institute of Mining and Metallurgy. Chairman, Nth Qld branch 2004-06. Mill Operators Conference Secretary, 2003.

Interests: Travel; hiking; out door barbeques; food; karaoke; reading.

ERNESTO RODRIGUEZ
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ernesto_rodriguez@mba.berkeley.edu

EDUCATION

University of California at Berkeley

Walter A. Haas School of Business
MBA Candidate, expected May 2009

- 1st Place – Marketing Challenge, UNC Chapel Hill
- NCIIA Grant: Affordable Solar Water Heater Project

Instituto Superior de la Energia, Spain

Master Course in Petroleum Refining, Marketing and Gas, July, 2003
One-Year, Full-Time post-graduate course in Petroleum and Gas Industries

- Repsol YPF Foundation Full Scholarship

Pontificia Universidad Catolica del Peru, Peru

B.S. in Mechanical Engineering, October, 2001
Professional Title – Mechanical Engineering, July, 2002

- Valedictorian of Mechanical Engineering Class
- Student Representative at University Assembly (2000)

EXPERIENCE

Summer 2008

Better Place

Palo Alto, CA

Electric Vehicle Infrastructure Integrator (\$200million initial investment round)

Summer Intern – Marketing and Communications Team

- Compiled and structured strategic opportunities to increase awareness of company
- Supported implementation of brand launch: creation of materials and provided insight on market methodologies

08/05 - 07/07

Repsol YPF Comercial del Peru

Lima, Peru

Propane Wholesaler and Retailer (annual revenues of \$300 million)

Commercial Analyst

- Lead cross-functional teams for executing propane storage construction projects for major mining companies – Buenaventura, Goldfields – in Peru, being point of contact with clients.
- Conducted a qualitative market research for new applications of propane and prepared commercial proposals for Mining and Metallurgical customers.
- Analyzed profitability of projects for mining companies according to different investment, margins and sales volume scenarios.

08/03 - 07/05

Project Engineer

Lima, Peru

- Managed construction activities of Propane Facility Storage Project at Barrick gold mine "Alto Chicama". First project in a major mining company.
- Lead collaborative effort to reduce the technical solution-time in 40% for propane residential customers, from 20 to 12 days on average.

08/01 - 1/02

Agricola Comercial Industrial S.A.

Lima, Peru

Water Well Drilling Contractor (annual revenues of \$1.5 million)

Field Engineer

- Supervised and administered Underground Water Distribution System works at a 300-unit real estate project in sub-urban Lima.

ADDITIONAL

Languages: Fluent in Spanish and English; conversational in French

Interests: Jogging, hiking; history; international development

Immigration status: F-1 VISA, US residence in progress (applying as US citizen spouse)

MAHEEN A. SAMAD

1354 Dale Avenue #16, Mountain View, CA 94040, mobile: (303) 870-8829
maheen_samad@mba.berkeley.edu

EDUCATION

Walter A. Haas School of Business, University of California, Berkeley

Master of Business Administration, May 2009

- Emphasis in Strategy and Finance, top grade in Core Finance among 237 students
- Competitions: McKinsey Bus. Tech. Challenge, Nokia Business Plan Competition, L'Oreal e-Strat

Cornell University, Ithaca, NY

Master of Engineering, School of Electrical Engineering, August 2001; GPA: 3.82

Bachelor of Science, School of Electrical Engineering, May 2000; GPA: 3.78

- Graduated *magna cum laude* in three years, Dean's list for every semester
- Recipient of the Lockheed Martin Engineering Scholars Award and internship

EXPERIENCE

Xilinx Corporation Worldwide leader in the Programmable Logic Device market **San Jose, CA**

Fall 2008

Corporate Strategy, Consultant - Strategic Planning Group

- Advised the executive staff with strategic insight, frameworks, and supporting analysis.
- Planned company-wide ROI goals to meet corporate financial targets, proposing and modeling business portfolio scenarios to identify the most profitable use of R&D resources.
- Analyzed financial statements within the semiconductor industry layers to forecast potential growth opportunities and identify potential threats to the current business model.
- Evaluated our product portfolio against that of the competition to define strategic positioning goals.
- Investigated new business models that can generate breakthrough revenue streams and take advantage of the latest market trends.

BearingPoint

Redwood City, CA

Summer 2008

Management Consulting, Summer Consultant - Strategy & Transformations Group

- Identified key factors of an Ivy League university's business model while advising on the transformation of its entire sponsored research function.
- Developed strategic prioritization frameworks to quantitatively and qualitatively evaluate university-wide initiatives.
- Built sophisticated and flexible financial models to analyze the proposed multi-year roadmap.
- Collaborated with client teams to gather insight and presented guidance to client and internal leaders.

Xilinx Corporation

San Jose, CA

2001-2008

Product Design Engineering, Semiconductor Products-Research & Development Group

Staff Design Engineer (2006-2008), Senior Design Engineer (2004-2006), Design Engineer (2001-2004) Leadership and Management

- Led over ten product development projects with teams of up to eleven experienced engineers. All projects exceeded market requirements, enabling the success of Xilinx's \$210 million/year high-volume product line.
- Volunteered to restructure the initiatives and execution plan of a previously mismanaged critical project, allowing a new \$140 million/year product platform to reach a lucrative new customer segment.
- Drove organizational growth by identifying an expertise void, organizing fragmented company-wide knowledge, and coaching eight engineers to be 60% more productive in this area of expertise.

Analytical Problem Solving

- Innovatively solved technical hurdles, resulting in 7 filed patents used in commercialized products.
- Designed a novel *analog/digital converter* with a unique combination of differentiating product features that were crucial to enter a \$120 million market.
- Mitigated project risks to create a successful experimental prototype that enabled 3-month schedule acceleration and prevented \$10 million outsourcing costs.

Communication

- Presented multiple design reviews under the scrutiny of company experts, which gained approval for manufacturing products with initial costs greater than \$5 million.
- Saved \$90,000 of travel costs by managing an intricate project across two continents with efficient methods of communicating complex information.

Summer 2007

Keiretsu Forum

San Jose, CA

Leading national angel investor network

- Analyzed Silicon Valley's entrepreneurial landscape to identify potential sponsors that fit with the forum's culture and business model. Created and presented a sponsorship expansion strategy.

RODOLFO SARAVIA

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EDUCATION

University of California at Berkeley

Berkeley, CA

Walter A. Haas School of Business

Master of Business Administration, May 2009

Suffolk University

Boston, MA

B.S. in Business Administration, September 2004

GPA: 3.78

EXPERIENCE

2008-2008

NanoHoldings LLC

Rowayton, CT

Early-stage venture capital firm that invests in startup companies focused on nanotechnology to solve energy, environmental and climate problems.

2008-2008

Summer Associate

- Developed the business plan for one of the portfolio companies focused on developing nano-based construction materials.
- Analyzed and recommended new investment opportunities and new potential investment areas for NanoHoldings to explore.

2005-2007

Cementos Progreso

Guatemala, Guatemala

Central American construction materials company in a diversification process. It is the largest, oldest, most lucrative construction materials company in Central America.

2007-2007

M&A Financial Analyst

- Led an internal team performing the due diligence for the acquisition of a regional construction materials company. As a result of the process, it was decided to acquire the company, consolidating Cementos Progreso's regionalization process.
- Coordinated the financial department team that performed the due diligence for the acquisition of power generation companies throughout Latin America.

2005-2007

Corporate Strategy Analyst

- Led the team that redefined the relationship with the company's pulverized materials subsidiary and with the partners in it.
- Managed the team that designed the long-term strategy for the Group's lime division.
- Developed the financial and logistical models used to determine the size and location of the new cement plant; an investment of over \$600 million.
- Formed part of the teams that designed the long-term strategy for the cement and concrete divisions of the Group.
- Formed part of the team that developed the business plan for the energy division of the Group, which resulted in a project for a 300 MW plant.
- Developed the ten-year Financial Plan for the entire Corporation.

2005-2007

Bambush Bienes Raices

Guatemala, Guatemala

Board Member and Founding Member

- Developed the business plan for the company.
- Designed the system used for the financial analysis of individual projects.

ADDITIONAL

Languages: Fluent in Spanish and English

Interests: Volleyball, soccer, tennis, art, baseball, history, swimming

David R. Schoenberg

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business, Master of Business Administration, May 2010

- Concentration in Renewable Energy
- Berkeley-Stanford Clean Tech Conference Series

Emory University, Atlanta, GA

Goizueta Business School

Bachelor of Business Administration, May 2003

- Phi Eta Sigma Honor Society

ENERGY EXPERIENCE

PD Solar – Supported head of solar division with market research, policy assessment and financial analysis

CalSolAqua – Researched and developed global marketing strategy for affordable solar water heater technology developed by UC Berkeley scientists

German American Chamber of Commerce – Developed state-specific market studies for German solar companies seeking to enter the U.S. market

Enterprise Futures Network – Co-authored article on Google's Clean Energy 2030 plan (published Feb. '09; co-author: Woody Clark)

PROFESSIONAL EXPERIENCE

2003 - 2008

Career Sports & Entertainment (CS&E)

Atlanta, GA

Full-service marketing agency and consulting firm.

Account Manager ('07 – '08); Senior Account Executive ('06); Account Executive ('04 – '05); Coordinator – Business Development ('03)

Sales and marketing consultant to elite sports franchises.

Sales and Marketing Strategy

- Devised strategic sales plans for sports franchises with direct results including the largest sponsorship deal for an arena in history (\$400 million)
- Prepared clients' sales staff for sales presentations, providing positioning strategy and key industry insights based on extensive research
- Created competitive research analyses
- Developed "Nets Go Green" marketing platform, which resulted in the NJ Nets becoming the first professional sports franchise to be accredited as CarbonNeutral®
- Helped acquire and grow major corporate accounts for the agency, including Kellogg's and The Home Depot

Quantitative Analysis/Valuation Skills

- Spearheaded the creation of a customizable sales targeting tool for sales executives seeking to increase their efficiency
- Developed custom brand valuation for one of the most recognizable names in sports, the New York Yankees
- Expert in sponsorship valuation, a highly specialized aspect of sports business
- Determined sponsorship values of prominent sports facilities (arenas, ballparks, stadiums), marketing programs and other relevant assets

ADDITIONAL

Bi-Lingual and International Business Experience:

- Fluent in German and English
- Studied abroad in Germany at WHU – Otto Beisheim School of Management
- Internship at Europcar (Sales & Marketing Division) – Hamburg, Germany

Community Leadership:

- Berkeley Board Fellow – Member of Giants Community Fund Board of Directors
- Founder of industry specific alumni association at Emory University

Interests: Ultra-marathon running, community service, reading, travel, adventure

MOTTI SHAHAR

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- EDUCATION**
- University of California at Berkeley – Walter A. Haas School of Business**
Master of Business Administration, May 2009
- Emphases in Strategic Management and Finance
 - Co-president - Jewish Business Club; Member – Consulting, Finance and Technology Clubs
 - Selected to McKinsey supervised consulting team developed strategic repositioning plan for the Hearst Museum
- Hebrew University of Jerusalem – School of Law and Department of Economics**
LL.B. in Law and Economics, March 2003
- Graduated Magna Cum Laude
 - Awarded the Justice Kasan Prize for Academic Excellence
- EXPERIENCE**
- Summer 2008 **High Gear Media** Palo Alto, CA
Business Development Intern at VC-funded startup building the next internet platform in the auto industry.
- Shaped strategic partnerships with companies that offer complementary products, such as insurance and loans, by conducting research, contacting potential partners, negotiating details and closing deals.
 - Conducted competitive analysis including competitor's content, traffic, ownerships and resources. Categorized competitors and made recommendations on potential partnerships and acquisitions.
- 2004-2007 **Israel Ministry of Finance** Jerusalem, Israel
Senior Assistant Legal Advisor (2005-2007); Assistant Legal Advisor (2004-2005)
Fast tracked to Senior Legal Advisor in half the usual time and managed three additional departments.
- Leadership and Project Management**
- Provided legal, strategic and tactical advice to 6 departments on policies, regulations, litigation and contracts.
 - Led legislation process to execute historic "Capital Market Reform". Persuaded Members of Parliament to approve regulations in a third of the usual time and overcame resistance of banks and insurance firms.
 - Managed an average of 10 court cases simultaneously and over 100 cases in a three year period. For each lawsuit, interviewed clients, analyzed legal and financial issues and devised case strategy.
- Communication and Presentation**
- Presented Ministry of Finance viewpoints in dozens of cabinet meetings and parliamentary committees.
 - Negotiated a \$40M contract with the CEO and Chairman of Israel's leading environmental services company to rehabilitate contaminated land.
 - Resolved "national emergency" of asbestos contamination by facilitating a process with three ministries that led to successful negotiated compromise.
- Analysis and Problem Solving**
- Selected to participate in cross-functional team examining the government's debt collection mechanism. Formed recommendations resulting in 30% increase in revenues collected by three ministries.
 - Appointed by the Finance Minister to serve on the inter-ministerial committee examining Israel's credit card market failures. Presented recommendations to the Finance Minister.
 - Decreased government purchase costs 30% by revising and redesigning over 25 tenders and contracts.
- 2003-2004 **S. Horowitz & Co.** Tel Aviv, Israel
Junior Associate at Israel's leading law firm (European Legal 500 and PLC Which Lawyer)
- Selected out of 30 peers to represent the CEO of Israel's largest health fund in court.
 - Participated in cross-expertise teams representing Israel's electricity monopoly, Israel's largest oil company, and other entities in cases worth up to \$50M.
 - Analyzed legal and business issues, collaborated with senior lawyers and communicated recommendations to clients. Processes resulted in improved client decision making and higher court success rate.
- 1995-1998 **Israel Defense Force – Air Force Intelligence** Tel Aviv, Israel
Intelligence Commander (1997-1998); Photogrammetry Specialist (1995-1997)
- Led team of 5 to produce intelligence accessories for military operations under tight schedules. Team received Air Force Commander Award for outstanding contribution.
 - Adapted and tailored production process to a new computer system, doubling productivity after 3 months.
 - Supervised instruction of new staff and developed new training program still used to this day.
- ADDITIONAL** Fluent in Hebrew and English; Member of Israel Bar Association; Provided pro bono legal advice to needy individuals; Enjoy international traveling, playing the guitar, classical music and soccer.

CHRISTINA SHIBUE

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San Francisco, CA 94103

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- Emphasis in Sales & Marketing & Portfolio Management

Santa Clara University, Santa Clara

B.A. in English, Minor in French, December 1996

- Cherry Blossom Festival Scholarship for academics and community service, 1995

EXPERIENCE

1997-Present

Sun Microsystems, Inc.

Menlo Park, CA

Premiere IT systems that power the global marketplace

2007-Present

Senior Outbound Marketing Manager

- Oversaw launch of Sun's major virtualization software product portfolio introduction worldwide. Delivered targeted online and multi-media content in line with rollout schedule to establish Sun in the #3 position. Secured key customer references. Drove audience segmentation, messaging, and all launch components
- Exceeded the media signal goal and number of expected web property hits
- Redesigned Web properties that became the cross-SMI benchmark. Conducted competitive study to improve content organization and usability
- Make strategy recommendations to senior management on advertising, use of new media and other communication vehicles to reach target audiences
- Drive market segmentation and understand various audience needs; articulate product messages to effectively communicate benefits to customers
- Conducted awareness and lead generation program that led to a 40% increase in leads and supported thousands of registrations to meet company goal. Worked with head of sales to ensure leads were routed to the local sales reps

2005-2006

Senior Product Marketing Manager

- Helped align product marketing teams with Sun's overall software strategy and subscription-based software business model
- Helped lead strategic launch to open source Sun's complete software portfolio; yielded over 7,000 downloads in the first two weeks post-launch, millions of downloads to date; drove creation of selling guides and executive messaging
- Presented business model and product overview to multi-national customers; delivered solution-centric training to sales teams targeting core customer needs

2003-2004

Product Marketing Manager

- Promoted Sun's visibility in Open Source and Linux via tradeshow and events
- Supported Solaris on x86 OEM marketing momentum with major partner press coverage; Over the first six months, OEM partnerships grew from zero to 20+

2001-2003

Product Marketing Analyst

- Co-managed launch, collateral creation and Web presence for new high-availability software and servers; Managed overall marketing programs budget
- Organized three-city roadshow with field marketing to engage key customers

1997-2000

Technical Writer

- Worked closely with the engineering teams to write original content based on product specs, interviews with technical experts, and hands-on interface
- Became proficient in FrameMaker publishing tools and information design

ADDITIONAL

Languages: Conversational in French

Interests: Hiking, tennis, downhill and cross-country skiing, international travel

SEAN STEVEN SIMPLICIO

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business
MBA Candidate, May 2010

Activities 2009 Vice President of Academics, MBA Association (Student Government)
2009 Vice President of Education, Wine Industry Club
Consultant, Berkeley Solutions Group
Student Interviewer, Office of Admissions
Active member of Berkeley Energy & Resources Collaborative (BERC), Leadership, General Management & Strategy, and Marketing clubs

Fordham University, Bronx, NY

Master of Arts in Public Communications, August 2000

University of California at Santa Cruz

Bachelor of Arts in History, June 1994

EXPERIENCE

2007 – 2008 **Corporation for Public Broadcasting (CPB)** Washington, DC
Private non-profit corporation distributing \$400 million annually to US public broadcasters.

Director of Community Service Grant Policy and Review

- Effectively directed the research, development, implementation, and promulgation of policies for a \$300 million grant program, affecting grants to more than 1,000 television and radio stations.
- Improved internal strategic planning and policy development activities by compiling and analyzing information about grants, station revenues, expenditures, and performance through a variety of metrics.
- Hired and managed financial review staff members to ensure annual departmental goals were exceeded.
- Negotiated relationships with and supervised consultants and independent contractors.

2005 – 2007 **Manager of Community Service Grant Policy Administration**

- Managed the implementation of grant policies created by senior management to distribute \$300 million in grant funding to radio and television stations.
- Analyzed, aggregated, and presented station financial and audience data to senior management.
- Successfully conducted presentations on changes to grant policy at conferences and other public meetings to audiences of industry professionals ranging in size from ten to five hundred people.
- Created a revised grant application process, out of which came \$2 million in grants to new radio stations.

2000 – 2005 **Manager of Radio Projects and Programming**

- Solicited, funded, and managed projects to create radio programs, generate revenues to support those activities, increase station productivity, improve diversity, and extend services to new media platforms.
- Improved expense tracking resulting in 80% less time spent reconciling \$15 million departmental budget.
- Effectively supervised a portfolio of 100 projects with aggregated budgets in excess of \$30 million.

1997 – 1999 **National Federation of Community Broadcasters (NFCB)** San Francisco, CA
Membership and advocacy organization supporting approximately 200 noncommercial radio stations.

Membership and Publications Manager

- Managed relationships with and services provided to member stations across the country.
- Secured 35% of organizational revenues each year through the methodical planning, adept preparation, and meticulous on-site execution of the organization's annual conference.
- Secured 20% of annual conference revenues by obtaining sponsor, advertiser, and exhibitor contributions.

OTHER EXPERIENCE

2007 – 2008 **Public Broadcasting Management Association**, Board Member Columbia, SC
1999 – 2000 **WFUV 90.7 FM**, Operations Manager/Graduate Assistant Bronx, NY
1997 – 1999 **Western Public Radio**, Trainer/Engineer San Francisco, CA
1994 – 1997 **Holocaust Oral History Project**, Office Manager/Interviewer/Videographer San Francisco, CA

CRISTIAN N. SJÖGREN
Kula Gulf Way Apt. 303, Albany, CA 94706
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- EDUCATION** **University of California at Berkeley** **Berkeley, CA**
Walter A. Haas School of Business
Master of Business Administration, May 2010
- Vice-President of Communications and Technology Latin American & Hispanic Business Association
 - Captain of Haas Squash League
- Pontificia Universidad Catolica de Chile** **Santiago, CHILE**
Civil Engineer of Industry, Major in Mechanical Engineering, June 2003
- *Magna Cum Laude* Distinction and ranked in top 10% of class across 400 students.
 - Led Research and Construction of First Porous Media Burner of Chile.
 - Awarded first prize in Chile's main gas company's Alternative Uses for Natural Gas Contest.
 - University of Birmingham, UK, Exchange Term in 2000.
- EXPERIENCE** *ENINSA S.A.* Santiago, CHILE
Start Up Chilean Manufacturer of Household Gas Appliances
- 2006-2008 **Sales and Marketing Manager (2006-08), Product Manager (2005-06)**
- Diagnosed market opportunities and developed brand and pricing strategy for new products.
 - Led introduction of Eninsa brand to local market, established business relations and negotiated commercial agreements with major retailers, gas companies and real estate firms, and crafted promotional campaign, achieving in two years 10% market share and US\$ 5M in annual sales.
 - Structured and led Eninsa's Sales & Marketing Department managing a team of 3 sales executives and more than 30 promoters. Created and led Eninsa's Customer Service Web, controlling 15 outsourced service stores via exclusive software that measures service quality and creates specific failure records.
 - Led Planning Committee, constituted by cross-functional managers, which aligned company's operation tasks with customer needs and increased purchase order fulfillment rate from 55% to 80%.
 - Evaluated competitive business opportunities with China and led first CKD logistic project in Chile, resulting in Eninsa having the market's most competitive gas heater and obtaining a US\$ 1.5M supply contract with Chile's largest home store retailer.
 - Developed new line of gas heaters for the launch of Eninsa brand and invented an innovative heating technology that is currently patented and has allowed Eninsa to become a local leader in innovation.
- 2004-2005 *CEM S.A.* Santiago, CHILE
Latin American Largest Gas Instantaneous Water Heater Manufacturer
- Project Manager**
- Led a critical cost-cutting project and developed a revolutionary technology for water heaters that replaced traditional system, resulting in 20% cost reduction and in CEM's regional competitive recovery.
 - Developed Chinese suppliers for parts allowing CEM up to 50% economies on critical parts.
- 2002 *PROCTER & GAMBLE* Santiago, CHILE
Consumer Market Knowledge Supervisor – Part Time Job
- Developed a price strategy for client, Jumbo Supermarket, to change brand equity.
- ADDITIONAL** *Languages:* fluent Spanish and English, basic French and Portuguese.
Activities: travelling, squash, golf, hiking and snowboarding.

RYAN ANDRE STANLEY
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Kensington, CA 94707
(415) 533-7489
ryan_stanley@mba.berkeley.edu

EDUCATION **University of California at Berkeley**, Walter A. Haas School of Business
Master of Business Administration, December 2009
Bachelor of Business Administration, May 2000
Significant Coursework: Brand Management, Consumer Behavior, New Product Development

PROFESSIONAL EXPERIENCE

2000 – 2007 ***Pacific Gas & Electric Company*** San Francisco, CA
2006 – 2007 **Senior Regulatory Analyst**

- Managed interdisciplinary team for natural gas supply chain case, resulting in saving shareholders over \$10 million in unused capacity and ensuring reliable energy delivery for end-use customers.
- Coordinated integrated approach to policy development across transmission and energy procurement business lines for access to renewable energy.
- Internally and externally developed and advocated positions regarding federal policy developments such as potential for new wave and tidal energy off of the California coast.

2000 – 2006 **Accounting Supervisor, Senior Accounting Analyst, Accounting Analyst**

- Drove reporting processes for accounts receivable securitization financing (worth \$5+ billion)
- Coached and developed nine employees responsible for designing, communicating, and reviewing internal controls for billions of dollars in revenue and cash reporting.
- Designed and implemented new revenue reporting process under revised regulatory regime (\$500 million- 1 billion in revenues monthly).

VOLUNTEER EXPERIENCE, COMMUNITY INVOLVEMENT & ADDITIONAL

Current ***Haas Community Involvement*** Berkeley, CA
Berkeley Energy & Resources Collaborative, Treasurer and VP of Membership (2008)

- Establishment of interdisciplinary graduate-consulting solutions center focused on energy and the environment. **Winner of \$4,000 energy and environmental innovation grant.**
- Team liaison and participant in inaugural Cleantech-to-Market Program (Fall 2008). Market feasibility study with advanced window efficiency technology.
- Website and marketing communications for 500-plus attendee energy symposium
- Membership program development , including 3-part climate change speaker series (Spring 2008)
- Implementation of internal financial reporting and controls

Haas Week, Production Manager (2008) and Contributing Writer

- Layout design and editorial services for monthly periodical with readership of 3,000

Summer 2008 ***Community Markets for Conservation (COMACO), Wildlife Conservation Society*** Lusaka, Zambia
Goal: Design program to reduce reliance on biomass fuels using market forces, integrating both supply and demand approaches. Initial program design included efficient cook stove dissemination; further research targeted charcoal supplier transformation.

- Lead first-hand marketing research to match customer insights and demand to program solutions
- Developed overall SWOT analysis of NGO's strengths and weaknesses for distribution and sales
- Drove supply-chain and manufacturing analysis for feasibility study
- Developed partnerships with governmental agencies and non-governmental organizations to leverage environmental science and resource expertise for program implementation
- Researched program design to provide to charcoal producers alternative income activities and efficient production practices

VINEET TANWAR

305 West End Way Apt #304, Albany, CA 94706
(510) 837-2066, vineet_tanwar@mba.berkeley.edu

EDUCATION

University of California at Berkeley

Walter Haas School of Business

Master of Business Administration, May 2010

- Co-President of South Asia Business Association, Co-Vice President of Wine Club
- Member of Technology Club and Digital Media and Entertainment Club

Indian Institute of Technology, Chennai, India

B. Tech and M. Tech in Mechanical Engineering May 2003

Research Fellowship, Cryogenics Engineering, 2002-03

EXPERIENCE

2007-2008

Zapak Digital Entertainment Ltd.

Mumbai, India

Online gaming division of Reliance ADAG, one of the top 3 corporate houses of India

Product Manager– Casual games and Payment services

- Developed the e-commerce strategy of the company for monetization of the new and existing gaming products, and implemented online, offline and mobile payment gateways.
- Researched the casual gaming market and conducted user studies to introduce innovative subscription products, resulting in introduction of skill based casual gaming in India.
- Supervised development of the first user generated content based Indian gaming site (www.zapakworld.com) and led acquisition of photo sharing website (www.battleout.com).
- Raised Rs.12M in sponsorship for the biggest marketing campaign in Indian gaming industry in partnership with a mobile payment service, resulting in over 1.1M new users.

2004-2007

ICICI Bank Ltd.

Mumbai, India

Largest private sector bank in India, with a market cap of \$11B

Product Manager – Corporate Cards

- Redesigned the product portfolio and repositioned corporate cards as an expense management tool, achieving savings of \$4.5M for clients within first year
- Worked with cross functional teams to introduce three corporate card products, achieving 26% growth in overall customer base of over 500,000 corporate cards within first year.
- Negotiated with Visa and MasterCard to introduce online expense management system, and automated card expense processing and reimbursements at five client corporations,
- Received “*Most Innovative Manager*” award, 2007 for launching the new corporate cards marketing campaign and the corporate loyalty program.

Regional Business Head – East, Corporate and Commercial Cards

Kolkata, India

- Promoted twice within 18 months, becoming the youngest regional head of the department, and managed a business portfolio of \$110M across a client base of over 2500 corporations
- Led a team of over 260 sales professionals and managed sales across 14 states of eastern India for commercial, corporate, prepaid and international travel card products.
- Received “*MasterCard contest winner award*” for best channel management, 2005; “*Rising Star Award for excellence in customer service*”, 2006

2003-2004

Eicher Motors Ltd.

Mumbai, India

Third largest commercial vehicle manufacturer in India, with sales of \$900mn

Assistant Manager – Sales and Marketing

- Launched Eicher Heavy Commercial Vehicle (HCV) in western India, achieving highest sales and market share across India, and exceeding sales target by 84%.
- Appointed three new HCV dealerships and managed 16 dealerships across western India
- “*Best All Round Performance Award*”, by Eicher Motors Ltd, for being among the top five percent performers of the company.

ADDITIONAL

Languages: Fluent in Hindi and English, conversational in Punjabi and Bengali.

Activities: Volunteering, Traveling, Participated in Mumbai Marathon 2007 and 2008.

PURABI THAKRE

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EDUCATION

University of California at Berkeley

Walter A. Haas School of Business

Master of Business Administration, May 2010

- VP - Thought Leadership, Global Initiatives club
- VP – Academic and Professional Development, Net Impact club

Laxminarayan Institute of Technology, India

B.Tech. in Chemical Technology, July 2001

- Cultural Secretary, Annual Social Festival (2000-2001)

EXPERIENCE

2006-2008

Samsung Engineering Co. Ltd. *Engineering solution provider*

Suwon, South Korea

Assistant Manager, Technology strategy and CSR

- Managed Samsung- UNEP collaboration to create environmental awareness in Asia-Pacific. Conceptualized and coordinated partnership programs with Indian cities resulting in 200 % traffic increase to environment website for children.
- Formulated strategy for biofuels, desalination and bio-saline agriculture businesses. Forged partnerships as entry strategy for bio-fuel sector in India and Thailand and bio-saline agriculture in middle-east.

Samsung Economic Research Institute. *Policy think tank*

Seoul, South Korea

Research Associate, white paper on Korea's science & technology ecosystem

- Benchmarked Korea's science & technology ecosystem against that of BRIC countries & Singapore. Helped in drafting the essay "New Challenges: Rethinking Korea Inc." for informing policy-making decisions.

2005-2006

CRISIL Infrastructure Advisor. *Infrastructure and policy consultants*

Mumbai, India

Manager, Urban and rural development practice

- Formulated fisheries policy and infrastructure development plan achieving 50% increase in marine production towards food security, livelihood, enterprise promotion and export-oriented activities in Orissa (UNDP funding).
- Designed contracting guidelines, oversaw bid evaluation and contract negotiation process for private partner selection for Mumbai biomedical waste management.
- Managed CRISIL's business development activities for water supply and sanitation sector with 85% success rate for securing business.
- Streamlined control and monitoring systems for firm's project execution portfolio.

2004-2006

Analyst, Urban and rural development practice

- Determined policy implementation status for rural water supply & sanitation (UNICEF funding) in Chhattisgarh; recommended reforms and institutional restructuring measures to the implementing public body.

2003-2004

All India Institute of Local Self-Government, *Urban policy think tank*

Mumbai, India

Program officer – Urban environment center

- Determined techno-economic feasibility and financing needs for municipal solid waste management based on debt servicing capacity for 200 cities.
- Designed waste management system through public-private participation for 3 cities in Mumbai metropolitan region.
- Studied effect of community participation on fiscal needs for waste management.
- Initiated biogas project for waste processing through Carbon financing.

2001-2002

SICPA India Ltd., Ink manufacturing MNC

Mumbai, India

- Business development and trouble shooting support for efficient product functioning

ADDITIONAL

Lead Volunteer – Democracy connect, a non-profit organization providing knowledge services to Indian parliamentarians.

Skills/ Interests:

Fluent in English, Hindi and Marathi. Conversational in Korean. High altitude trekking, camping, bungee jumping, travelled extensively in Asia.

KATHERINE TOEWS
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(510) 301-3296 · kate_toews@mba.berkeley.edu

EDUCATION

University of California at Berkeley, Walter A. Haas School of Business
Master of Business Administration, May 2010 (expected)

- Co-President, Berkeley Energy and Resources Collaborative (BERC)
- Lawrence Berkeley National Laboratory Cleantech to Market program
- *Training The Street* 2-day Corporate Valuation workshop

Brown University

B.A. with honors in Political Science, 2003

- Conducted independent field research in Kyrgyzstan and contributed to United States Agency for International Development regional conflict assessment team

EXPERIENCE

- 2005-2008 **Accenture** San Francisco, CA
Manager (2008), Consultant (2006-2008), Analyst (2005-2006)
Electricity Supply Board (Dublin, Ireland)
- Led project workstream of seven staff, and managed a 2000 day workplan, to develop metrics, benefits realization approach, and training for a large SAP implementation
 - Managed project relationship with executive sponsor committee through bi-weekly meetings to approve major deliverables, resolve issues, and manage risks
- Pacific Gas & Electric Company (California)
- Developed business case for \$19M annual savings using proprietary financial models to evaluate sourcing scenarios, resulting in the sale of a five-year, \$21M outsourcing contract with Accenture Learning Services
 - Facilitated an audit of construction operations using six sigma methodology, resulting in new business processes and key performance indicators
 - Directed a team of 20 clients to deploy a new scheduling system in one quarter of PG&E service territory, resulting in cycle time improvements for low voltage work
 - Collaborated with union leadership to transfer 800 employees and 50,000 in-progress engineering and construction jobs from 72 local offices to seven consolidated centers
- 2004-2005 **Metropolitan Mediation Services** Boston, MA
Peer Mediation Coordinator, Brighton High School
- Led program that reduced school violence through building credibility with students, staff, and police; the program's success resulted in 20% additional funding for the following year
 - Revitalized a failing program through increasing mediators from zero to 25 in under one year
- 2003-2004 **Project 540** (A student governance program in 250 High Schools nationwide) Providence, RI
Project Associate
- Facilitated trainings for groups of over 100 school stakeholders; evaluated program effectiveness and co-wrote final report for Pew Charitable Trusts
- 2003-2004 **Brown University Leadership Institute, Summer & Continuing Studies** Providence, RI
Leadership Institute Instructor
- Designed and taught two leadership courses using experiential learning methodology

ADDITIONAL EXPERIENCE

Skills: Certified mediator & mediation training coach with specialties in eviction and parent/child
Interests: Swimming in the Pacific Ocean, long-distance backpacking, rock climbing in Yosemite

TANYA TROSHYNA

(925) 577-7790 3240 Maguire Way # 206 Dublin, CA 94568 tanya_troshyna@mba.berkeley.edu

EDUCATION **University of California at Berkeley**, Walter A. Haas School of Business
MBA Candidate May 2010
Kiev National Technical University of Civil Engineering and Architecture Kiev, Ukraine
Master Degree of Computer Science, May 1998; GPA 3.8

EXPERIENCE **TRY Service, Inc.** Kiev, Ukraine / Dublin, CA
1996- Present *Provider of software and security solutions in Europe and the US*
1998- Present **Owner & CEO**, 1996-1998 **Co-Founder & CEO**

Business Development

- Won more than 900 contracts, including Coca-Cola, Intel, Ukrainian Airlines, Bayer AG, Western Union, World Bank, GlaxoSmithKline
- Led the company to establish a consulting practice to serve CRM needs of small and mid-sized enterprises based on developed knowledge of best business practices
- Became a leading developer of IT solutions for companies, providing maintenance for 700,000 POS terminals serviced annually
- Managed growth from 3 to 47 employees while increasing the revenues 870% in 12 years; employee turnover rate in past 4 years was zero
- First to offer security solutions in Ukraine, resulting in 30% revenue increase over 1 year
- Expanded company's presence in North American region. Secured \$1.18M long-term software development contract from Exigen Group, a multi-national IT solution provider head-quartered in San Francisco, CA

Client Advisory

- Advised the C-level managers of the main distributor of J&J products in Eastern Europe on CRM solution strategy; The implementation resulted in 34% decrease in the client's cost of operations
- Provided recommendations for the CEO of a rapidly growing POS maintenance provider. Identified drivers of low profitability, created and implemented a billing solution that improved billing and reporting accuracy. The implementation increased profitability by 300% over 2 years
- Consulted to senior level managers of the Ukrainian Academy of Science; analyzed and re-engineered tax case processing system, resulting in reduction of workforce from 35 to 10 operators and decrease in processing time from 1.5 years to 2 weeks

Project Execution

- Led the firm by example by taking personal interest in quality of all firm's projects resulting in 93% of customer retention rate for the last 5 years
- Completed redesign of electronic financial reporting system for the main Ukrainian book publisher within the \$100k monetary and 1 year time budget constraints. The client subsequently awarded to the company a contract for a complete redesign of IT infrastructure system
- Implemented virtualization strategy to avoid expensive upgrades of client's legacy equipment. The project was completed 3 weeks prior to the scheduled deadline and led to a two-year maintenance contract for my firm

ADDITIONAL

- Languages: Fluent in Russian, Ukrainian, English
- Student Leader: Appointed VP of Sponsorship for 2nd Annual Berkeley Finance Conference, Raised funds for the Annual Finance Berkeley Conference, raising 80% more funds than the prior year
- Active athlete: open water swimming, chess, volleyball, table tennis

SRINI VEERAPANENI

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(202)714-0742 · srini_veerapaneni@mba.berkeley.edu

EDUCATION

University of California at Berkeley, Walter A. Haas School of Business

Master of Business Administration, May 2010

- Elected co-president of the Haas Consulting Club
- Selected to participate in Social Sector Solutions strategy project at Haas
- Mentor in the Young Entrepreneurs at Haas (YEAH) program

Texas Tech University

M.S. Computer Science, May 1997

- Selected to Upsilon Pi Epsilon international honor society for computing and information disciplines

Osmania University, Hyderabad, India

B.Tech. Chemical Engineering, June 1995

- Graduated in the top 10% of graduating class
- Member of college cricket team

EXPERIENCE

2004-2008

Fannie Mae

Washington, DC

Senior Financial Engineer – Promoted from Financial Engineer in 2006

- Oversaw delivery of pricing applications that managed credit risk annually for over \$500 billion of mortgage loans on a \$3.8-trillion book of business.
- Led a cross-functional team in implementing Fannie Mae's Single Family Business pricing strategy and delivered a redesigned pricing process in six months with high visibility.
- Identified opportunity to integrate external credit rating information with Fannie Mae clients and implemented a solution that achieved 20% improvement in analyst productivity.
- Integrated latest economic models into Fannie Mae pricing applications and achieved a six-fold improvement in application performance.
- Acted as a change agent as part of the Fannie Mae Culture Change Committee responsible for culture transition in the company.

1999-2004

Capital One Financial Services

Richmond/McLean, VA

Development Specialist – Promoted twice in a tier system

- Negotiated project timelines and optimal staffing models with internal clients and business stakeholders in the role of a Technical Lead.
- Directed software developers and designers towards delivery of projects worth over \$10 million in NPV under tight deadlines.
- Implemented Capital One's IT outsourcing initiative that reduced development costs by 50%; same outsourcing model is still being used at Capital One.
- Developed a highly scalable, 24-7 middleware development platform as part of a geographically dispersed 20-member team.

1997-1999

Digital Video Express (DIVX)

Richmond, VA

Startup developed a proprietary pay-as-you-go DVD technology

Senior Programmer

- Delivered an interactive customer-service application from scratch in less than 12 months for consumer electronics retailer as part of a diverse 10-member team.
- Developed reports based on customer geographical information and presented to marketing team.

ADDITIONAL

Languages: Fluent in English, Hindi and Telugu

Interests: Golf; snowboarding; community service; current affairs

MAX WEI

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- EDUCATION **MBA Candidate - University of California, Berkeley**, Haas School of Business, May 2009
- Sustainability Certificate in Engineering and Business, UC-Berkeley, December 2008
 - Class work: Corporate Finance, Strategy, Energy & Markets, Environmental Policy, Sustainability & Business Innovation
 - Activities: Hi-Efficiency Photo-Voltaic independent study; Member, UC-Berkeley Energy Efficiency Idea Lab; Media/PR Chair & Green Building panel organizer for 2008 UC-Berkeley Energy Symposium.

Ph.D., Univ. of California, Berkeley, Dept. of Electrical Engineering and Computer Sciences, 1995
B.S., Univ. of Michigan, Ann Arbor, Dept. of Electrical Engineering and Computer Sciences, 1988

- EXPERIENCE **Palo Alto Research Center (PARC), Palo Alto, CA, MBA Intern (June-August 2008)**

Business Development and Market Analysis

- Comprehensive analysis of solid state lighting (LED) market segments, opportunities, and technology. Extensive market discussions with lighting distributors and lighting designers.
- Developed commercialization plan, competitive analysis and market introduction strategy for next generation LED lighting fixture, targeting general illumination and architectural lighting market.

Intel Corporation - California Technology and Manufacturing Division, Santa Clara, CA
Technology Development Integration Manager (2002-2007).

Leadership and Decision-Making

- Key decision maker in development and demonstration of novel world-leading memory architecture. Led process development team to turn around non-profitable cell-phone Flash memory division (2B annual revenue) to profitable business model.
- Co-led team to world's first demonstration and high volume manufacturing of 3GHz microprocessor. Led team of engineers and product managers to develop and implement a new transistor architecture which was the key component of performance milestone.
- Led a re-organization of process integration support staff and technicians leading to a 20% faster silicon wafer throughput.

Innovation and Analytical Capability

- Authored three key patents for cell-phone flash memory roadmap extension into 2011.
- Lead author for 2 refereed conference papers in 2007 and presented the new flash technology at an international VLSI conference (VLSI Technology Symposium, Kyoto).
- Designed, analyzed and documented several full-factorial experiment summaries directly leading to world leading microprocessor performance (3GHz milestone).

Cost Modeling

- Co-owner in wafer cost modeling and tool re-use strategy in new flash technology to quantify manufacturing costs for new vs existing fabs and ensure cost goals are met.
- Task force member of team which identified flash market expansion opportunities through early product introduction and new market applications.

- ADDITIONAL **Awards** - Two Intel Achievement Awards (highest corporation-wide honor at Intel)
- "For developing a new self-aligned NOR Flash memory technology," June 2007
 - "For fast development of 0.13 micron transistors," May 2003
- Interests** – Elementary school classroom tutor; creative non-fiction writing; basketball and badminton

KATHRYN C. WENDELL
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EDUCATION	<p>University of California at Berkeley Walter A. Haas School of Business Master of Business Administration, May 2010</p> <ul style="list-style-type: none">• The Gap, Inc. Corporate Social Responsibility Scholar• Co-President of Net Impact• “Clean Tech to Market” Project Team Leader <p>Yale University M.A. in Environmental Anthropology, December 2002</p> <ul style="list-style-type: none">• Coca-Cola World Fund Scholar• Thesis topic: Mining and Sustainable Development in Peru <p>Dartmouth College B.A. in Anthropology and Spanish, June 2000</p> <ul style="list-style-type: none">• GPA 3.7/4.0, cum laude• Received the Angulo World Experience Award (6 selected out of 650)
EXPERIENCE	
2006-2008	<p><i>The World Bank – Sustainable Development Department</i> Washington, D.C. Junior Professional Associate</p> <ul style="list-style-type: none">• Designed sustainable development projects and monitoring indicators in Ecuador, Peru, and Venezuela. Traveled frequently to strategize with government representatives and NGOs.• Managed a portfolio of US\$6 million in Global Environment Facility projects.• Contributed to the formulation of a climate change action plan for Latin America.• Facilitated stakeholder assessment for a water infrastructure project in Paraguay.• Submitted the winning project proposal to the World Bank’s “Youth Innovation Competition” (\$10,000). Implemented a youth-led radio show in Nepal on HIV/AIDS awareness.• Recognized for excellence in teamwork through annual performance evaluations.
2005-2006	<p><i>Emerging Markets Private Equity Association (EMPEA)</i> Washington, D.C. Manager of Programs and Administration</p> <ul style="list-style-type: none">• Second employee, growing organization from start-up phase to internationally respected trade association. Increased membership to 70 fund managers and institutional investors.• Launched a conference on “Emerging Markets Private Equity” at the International Finance Corporation (IFC).
2002-2004	<p><i>Peace Corps</i> Riobamba, Ecuador Peace Corps Volunteer</p> <ul style="list-style-type: none">• Organized community banks to grant microloans of up to \$400. Received USAID funds to implement income generation project for local women.• Spearheaded a Small Business Training Program for incoming volunteers.
2002	<p><i>ACCIÓN</i> Austin, Texas Microloan Officer</p>
ADDITIONAL	<p>Languages: Fluent in Spanish; conversational in Portuguese Other: Invited Speaker, Yale School of Forestry, April 2007 Publications: World Bank Social Analysis Dissemination Note, Forthcoming 2009 Interests: Hiking, Skiing, and Adventure Traveling (through over 45 countries)</p>

BRIANNA WOLF
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EDUCATION University of California at Berkeley, Walter A. Haas School of Business

Master of Business Administration, May 2010

- Emphasis on Energy and Finance
- Leadership in the Berkeley Energy and Resources Collaborative

New York University

BA in Urban Design and Architectural Studies, May 2004

- Draper Scholar and Catherine M. Gallagher Scholarship

EXPERIENCE

2006-2008

New York City Mayor's Office of Long-Term Planning and Sustainability

New York, NY

Senior Policy Analyst (2007-2008), Policy Analyst (2006-2007)

A new Mayoral Office created to develop and implement a long-term sustainability plan for New York City. The plan, PlaNYC, launched on Earth Day 2007, contains 127 initiatives that will improve the environment, upgrade vital infrastructure, and enhance quality of life. PlaNYC has become a model for cities worldwide.

- Joined the Office as a founding member and worked to develop the start-up into an established office, achieving permanent status in the City Charter in May of 2008
- Led the "Interagency Best Management Practices Task Force" focused on improving water quality through innovative infrastructure solutions
- Analyzed financial ramifications of new policies by working with the Office of the Comptroller and the Office of Management and Budget to perform cost-benefit analysis
- Consulted with legal teams from the Mayor's Office, the City Council, and six other city agencies to formalize new stormwater management planning and implementation policy, signed into law by Mayor Bloomberg on February 19, 2008.
- Ran working group meetings between 14 city agencies
- Conducted outreach to leverage knowledge of external stakeholders
- Created public input campaign using the internet to solicit ideas and feedback in the most transparent process ever used by a government website to date
- Developed organizational systems to manage 155 pages of content while choreographing design and print production of the PlaNYC report; hailed as distinctly beautiful and user-friendly
- Recruited and managed teams of interns
- Represented the Mayor's Office at public speaking engagements, ranging from university lectures to testimony in front of the City Council

2004-2006

Newman Real Estate Institute

New York, NY

Associate Planner

- Worked between the public and private sectors to influence land-use policy in New York City
- Project manager for policy reports, planning projects and feasibility studies on issues including affordable housing, brownfield remediation, and proposed mega-developments supporting NYC's 2012 Olympic bid
- Developed seminars and multi-day conferences focused on pressing urban policy issues, featuring speakers from government, business, advocacy, and academia
- Conducted research and analysis to compose policy briefs and grant proposals
- Designed layouts and graphics for reports and mailings

2003

Real Goods Solar Living Institute

Hopland, CA

Intern

- Co-coordinated SolFest 2003; the nation's largest sustainable living fair
- Developed educational workshops on photovoltaic installation and natural building

ADDITIONAL

Languages: Fluent in English; conversational in Spanish

Programs: ArcGIS; AutoCAD; Adobe Photoshop & Illustrator; QuarkXPress; Microsoft Office

Interests: Running; hiking; travel; talk radio; crafts; cooking

Wilton S. Wright

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EDUCATION

University of California at Berkeley

Walter Haas School of Business, M.B.A. Candidate, Class of 2009

- V.P. of MBA Outreach, Berkeley Energy & Resource Collaborative
- Planning Committee, Berkeley Energy & Resource Collaborative 2008 Energy Symposium
- Co-Chair, 2008 Global Social Venture Symposium on Social Entrepreneurship

University of Virginia

B.A. in History, With Distinction, May 1997, 3.84/4.00 GPA

- Phi Beta Kappa, among top 4% of class inducted during third year of studies
- Echols Scholar, prestigious academic honors program for Arts & Sciences students

EXPERIENCE

Summer 2008

Brigade Capital Management

Special Project Research Intern

- Researching alternative energy investment opportunities and strategies for a partner in a New York City-based hedge fund

2004-2007

Gap Inc.

San Francisco, CA

Lead Business Analyst, Strategic Inventory Initiative

- Partnered with a software vendor to develop user interface and data processing logic for new planning and allocation software that will replace Gap's legacy systems

Senior Analyst, Special Projects

- Drove data-intensive projects analyzing inventory purchasing, pricing, and point of sale strategies through collaboration with marketing, planning, and merchandising organizations

Merchandise Planner

- Created strategic tops-down financial plans with supporting inventory positioning in partnership with cross-functional team to drive 62% two year retail comp
- Led initiative to replace department's top line growth focus with strategies to drive long-term profitability, resulting in a 24% decline in markdown retail

2000-2003

Credit Suisse First Boston

New York, NY

Associate, Emerging Markets Fixed Income Research

- Client-focused position demanding analytical precision, strong written and oral communication skills, and the ability to synthesize quantitative and qualitative information
- Key contributor to CSFB's Latin American corporate credit research group receiving the #1 ranking in Institutional Investor's 2002 survey of money managers
- Supported senior research analyst covering Latin American high yield, defaulted, and high grade bond issuers in cyclical and manufacturing industries
- Assumed lead analyst responsibilities for retail and consumer products sector of the market
- Significantly expanded CSFB's research coverage universe and developed new products, including a Latin American distressed debt report and a global high yield publication

1999-2000

Donaldson, Lufkin & Jenrette

New York, NY

Associate, Emerging Markets High Yield Research

- Joined DLJ to establish an emerging markets high yield group modeled on and integrated with DLJ's award-winning U.S. high yield franchise
- Research department recognized as #1 in the industry by Institutional Investor

1997-1999

ING Barings

New York, NY

Analyst, Emerging Markets High Yield Research

ADDITIONAL

Interests: music, film, traveling, politics, the media, yoga, reading, and Japanese cuisine
Studied Spanish at Bridge-Linguatéc in Buenos Aires for several months in 2006

TAK C. YAN

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EDUCATION University of California at Berkeley

May 2009 Walter Haas School of Business, Master of Business Administration

- Emphasis in Management of Technology
- Co-authored User Retention Marketing Study to investigate user engagement in Yahoo Video. Collaborated with Marketing, Engineering and MBA colleagues and created prescriptive plans that transformed into next generation products

University of California at Berkeley

Dec 1995 Bachelor of Arts in Computer Science

EXPERIENCE Yahoo! Inc

Sunnyvale, CA

2008 – 2009 Program Manager, Globalization

- Led portfolio management and developed product road maps of internationalization initiatives
- Prioritized dynamic project requirements and negotiated with General Managers from APAC regions on engineering resource planning and constraint
- Managed a team of engineers from outsourcing partner, HiSoft of Beijing China, to build global internationalization library platform

2007– 2008 Technical Manager, Internationalization

- Supervised a team of internal consultants on internationalization
- Interfaced with cross-functional team including product marketing and engineering managers to launch Yahoo services to emerging markets
- Led Yahoo's Advertising Platform test infrastructure for launching Java back-end application

2006 - 2007 Technical Yahoo, Internationalization Tiger Team

- Developed, tested, and deployed large scale distributed systems including Yahoo Answers and Yahoo Video to European and Asian markets

Covad Communications

Santa Clara, CA

2003 – 2006 Technical Lead/Manager

- Directed two offshore teams (Persistent Systems and Cognizant in India) of 25 software engineers for an infrastructure project in support of Covad's billing and ordering system
- Created and evangelized automation and performance strategies and plan for Covad's system. Improved stability and reliability of system by 30%

1999 – 2003 Held various progressively senior software development roles in startups

1996 – 1999 Development Engineer, Wind River Systems

Alameda, CA

- Developed installation program for VxWorks on Windows and UNIX platforms

ADDITIONAL SKILLS

- Fluent in English, Mandarin, and Cantonese. Conversational Japanese with certification in JLPT Level 2 (business level)
- Volunteer as Project Manager of www.wokai.org in integrating business reporting functionality with salesforce.com. Wokai is a non-profit organization focusing in providing micro-loans for rural Chinese
- Interests include playing tennis, badminton, and poker, international travel, and reading