

# **Tuck Class of 2011 Spring Résumé Book**

# Chaitanya Agarwal

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- Extensive Entrepreneurial, Consulting, and Corporate Development experience prior to Business School in Healthcare Sector.
- Interned as Investment Banking Summer Associate at Jefferies & Co. in New York City, working on Healthcare and Technology related projects.
- Committed to pursuing full-time opportunities in Investment Banking and Corporate Development across industry sectors in USA, Europe, and India.
- Specific Investment Banking Opportunities in Middle Market Investment Banking, Bulge Bracket Investment Banking.

# Chaitanya Agarwal

1101 Byrne Hall • Hanover, NH 03755 • (603)-277-0234 • chaitanya.agarwal@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** **Hanover, NH**  
*Candidate for Master of Business Administration, June 2011*
- Teaching Assistant for Financial Accounting and for Excel Modelling courses
  - Finance Club, Tuck International Club, Tuck Ambassador Program, Tuck Triathlon Club
- 2000-2003 **UNIVERSITY OF DELHI, SHRI RAM COLLEGE OF COMMERCE** **Delhi, India**  
*Bachelors with Honors in Economics*
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## EXPERIENCE

- Summer 2010 **JEFFERIES & CO.** **New York, NY**  
*Global Securities and Investment Banking Group*  
**Summer Associate, Investment Banking Department**
- Created customized Share Repurchase and Dividend Analysis model for a publically held operating company of a \$3B+ Private Equity client, helping the Private Equity client to optimally utilize excess cash flow of operating company to maximize return to itself
  - Analyzed key industry players to identify potential M&A targets for portfolio company of \$3B Private Equity investment firm so as to evaluate inorganic growth opportunities in line with the firm's overall strategy
  - Worked on live transactions including sell-side advisory for a \$175-\$200M Private Company with healthcare focus to strategic and financial buyers
  - Developed integrated financial projection models and performed various financial modeling analyses including: leveraged buyout, accretion/dilution, recapitalization, discounted cash flow, comparable public company, and comparable M&A transaction valuation
  - Developed pitch materials and industry comparable analyses for identification and valuation of potential targets
  - Liaised with external parties and internal capital markets teams to ascertain market capacity, ratings, and pricing
- 2008-2009 **ROLLWRAP PACKAGINGS PVT LTD** **Delhi, India**  
*Manufacturer of General Flexible Packaging Materials;*  
*AcquiringCo of Esskay Medical Packagings Pvt Ltd*  
**Director and Business Consultant**
- Conducted due diligence for successful integration of TargetCo (Esskay) with AcquiringCo (Rollwrap) to maximize synergies
  - Ensured continuous revenue streams during economic downturn 2008 by devising innovative marketing and pricing strategies (e.g. guaranteeing delivery time in unreliable supply chain environment)
- 2004-2008 **ESSKAY MEDICAL PACKAGINGS PVT LTD** **Delhi, India**  
*Start-up manufacturer of Healthcare Supplies & Materials;*  
*Acquired by Rollwrap Packagings Pvt Ltd in a strategic product diversification transaction*  
**Founder**
- Devised exit strategy by identifying synergies resulting from merger and performed corporate valuation based on trade comparables and discounted cash flow analysis
  - Raised initial seed capital from venture capitalist by developing sound business plan
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## PERSONAL

- Completed *Training The Street* and *Wall Street Prep* Valuation seminars
- Avid traveler – Traveled extensively in Europe and South East Asia for work and leisure
- Finalist in the Indian adaptation of “*Who Wants to be a Millionaire*”

# Jordi Benito Aguilar

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- I have a MSc in Chemical Engineering and Industrial Engineering. Before the MBA I worked in business development and operations for the automotive, chemical and water industries.
- I was a plant manager of water treatment plants, managing 10 facilities. During the MBA I strongly developed my strategy skills interning at McKinsey and participating in several projects like the Tuck Global Consultancy.
- My long term goal is to be a general manager and I am looking for opportunities leading towards that. Currently I am looking for a role in corporate strategy or general management (i.e. product management) for an industrial company.
- My geographic focus is US and Europe, but I am open to other locations for very good opportunities.
- I speak Spanish, Catalan and English. During the MBA I participated in several projects: I went to China with the Tuck Global Consultancy to help a US Industrial Company define its growth strategy and also helped a tech start up analyze a new market and define a market entry strategy.

# JORDI BENITO AGUILAR

61 Sachem Circle • West Lebanon, NH 03784 • (603) 715-7134 • Jordi.Benito.Aguilar@tuck.dartmouth.edu

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## Education

- 2009 - Present** **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** **HANOVER, NH**
- Candidate for Master of Business Administration degree, June 2011.
  - Tuck Scholarship, General Management Club, Tuck Student Consulting Services, Tuck Ambassador.
  - Field Study in International Business (Tuck Global Consultancy): Growth strategy in **SHANGHAI, CHINA**  
China for a US company.
- 2000 - 2006** **UNIVERSITAT RAMON LLULL / INSTITUT QUÍMIC DE SARRIÀ** **BARCELONA, SPAIN**  
Top chemical engineering school in Spain  
**Master of Science, Industrial Engineering (2005 – 2006)**
- Accelerated degree.
- Master of Science, Chemical Engineering (2000 - 2005)**
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## Experience

- Summer 2010** **MCKINSEY & COMPANY** **MADRID, SPAIN**  
**Summer Associate**
- Led the strategic planning for Latin America of a leading multinational telecom company.
  - Analyzed new business opportunities and cost efficiencies to close the gap between the corporate financial objectives and the countries subsidiaries forecast.
- 2007 - 2009** **AGBAR GROUP** **BARCELONA, SPAIN**  
\$4B group of more than 150 companies which operates in water cycle and health insurance.  
**Aquagest Medio Ambiente S.A. (2007 – 2009) – Municipal wastewater treatment**  
**Plant Manager (2007-2009)**
- P&L responsible. Managed a budget of \$1.2M as the company's youngest plant manager.
  - Led four wastewater treatment plants, a pumping system and four specialist technicians initially, growing to seven wastewater treatment plants, three pumping systems and 10 technicians within 16 months.
  - Responsible for aggregating key data from the plants in Catalonia (north-east Spanish region) and report it to senior management.
  - Analyzed the plants' cost structure to identify potential cost reductions.
  - Developed process and operating improvements, generating lateral sales that increased revenues by 15% (\$100k) in 2008.
  - Implemented new approach to maintenance to increase efficiency, reducing subcontracted work by 40%.
  - Reorganized personnel structure to facilitate cross-training and consolidate employee resources, leading to the promotion of four of my employees.
- Business Development (2007-2009)**
- Performed due diligence, prepared reports and calculated pricing when bidding for new contracts.
  - Won/renewed contracts for all four municipal plants that were put out to competitive bid process (tender).
  - Developed key relationships with government and other customers in order to both maintain current contracts and acquire new ones when they were put out to tender.
  - Acquired and analyzed essential customer data while representing Aquagest Medio Ambiente, which resulted in the AGBAR team's winning bid for an \$8M water management contract at Barcelona airport.
- Waste Management (2008-2009)**
- Responsible for the Sludge Management of Empresa Mixta d'Aigües de la Costa Brava (joint venture between public and private entity). Monitored the treatment and disposal of its sludge production and prepared the official reports for the administration.
  - Responsible for maintaining liaison between the Catalan government and AQUAGEST MEDIO AMBIENTE Catalan plants during the generation and presentation of its annual waste statement.
- Aquagest Soluciones Industriales S.A. (2009, concurrent with Aquagest Medio Ambiente)**  
Industrial water treatment for private clients  
**Business Development**
- Helped to define the strategy and taught sales representatives how to perform wastewater plants due diligences, write official reports and prepare offers.
  - Selected by Aquagest Soluciones Industriales to speak to over 50 executives and managers while at AGBAR's internal conference for executive leadership.
- 2007** **DISTRIBUCIONES INDUSTRIALES S.A.** **SANT JUST DESVERN, SPAIN**  
Producer of adhesives products - Automotive Department  
**Product Engineer / International Department**
- Rapidly promoted to Key Account Manager of Nissan (\$6M) and Johnson&Controls (\$1M).
- 2005** **THE DOW CHEMICAL COMPANY** **TERNEUZEN, NETHERLANDS**  
**Internship/Reliability Department**
- Created reliability models for the Ethylene Oxide and Ethylene Glycol plants that were used to justify investments in inventory and/or new equipment.
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**Personal** Lean Six Sigma Green Belt. Fluent in Catalan, Spanish and English. Fundraising coordinator for an ALS foundation, supporting a child in India with Vicente Ferrer foundation. Avid Skier and Snowboarder. Amateur Photographer.

# James Alders

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- Before Tuck, I worked in engineering and product marketing for Bose. While at Tuck, I have been working on a web start-up project of my own called Gopher Ideas, [www.gopherideas.com](http://www.gopherideas.com). I launched the website in December and am currently working on an iPhone app, but I do not plan to continue with the project after graduation.
- I am seeking a product management or marketing position at a tech firm or and start-up.
- I prefer Boston or the Upper Valley. If a fantastic opportunity arises, I will consider the Bay Area.
- For two summers, I brought products to market at Bose, including customer insights research, product launch management, and product development oversight.
- For five years, I developed Consumer electronics from the blank-sheet concept phase to start of production at Bose. At Gopher Ideas, I investigated entry into a new market, developed product specs, and managed the product through launch.

# Jamie Alders

6 Drake Lane • West Lebanon, NH 03784 • (978) 807-2332 • jamie.m.alders@tuck.dartmouth.edu

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## EDUCATION

2009-Present	<b>TUCK SCHOOL OF BUSINESS AT DARTMOUTH</b> Candidate for Master of Business Administration degree, June 2011 <ul style="list-style-type: none"><li>• 2010-2011 Statistics, Decision Science, and Corporate Finance Teaching Assistant</li><li>• 2010-2011 Entrepreneurship Club Co-Chair and Ski and Snowboard Club Co-Chair</li><li>• Technology Club, Marketing Club, General Management Club, Soccer Club, Tripod Hockey</li></ul>	Hanover, NH
2000-2004	<b>DUKE UNIVERSITY</b> Bachelor of Science in Mechanical Engineering and Materials Science. GPA 3.64 <ul style="list-style-type: none"><li>• Dean's List with Distinction</li><li>• President, Duke University Wind Symphony</li><li>• Vice President, Alpha Epsilon Pi Fraternity</li></ul>	Durham, NC
Fall 2002	Study abroad at New York University in Florence	Florence, Italy

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## EXPERIENCE

2008-Present	<b>GOPHER IDEAS, LLC</b> www.gopherideas.com Provides crowd-sourced gift recommendations <b>Founder</b> <ul style="list-style-type: none"><li>• Manage web app and iPhone app product development, including social media integration</li><li>• Deployed product Beta in December 2010, including press releases and advertising</li><li>• Conduct market research surveys and develop product definitions</li><li>• Manage social media marketing channels, including blogs, contests, Facebook, and Twitter</li><li>• Recruited and manage a web developer</li></ul>	Boston, MA
Summer 2010	<b>STARSWITHSTRIPES.ORG</b> Provides web services for political campaigns and elected officials <b>Business Manager</b> <ul style="list-style-type: none"><li>• Developed lead-generation, performance reporting, and recruiting processes</li><li>• Built financial models to inform hiring, pricing, and promotion decisions</li><li>• Consistently exceeded sales targets for campaign websites</li></ul>	Boston, MA
2004-2009	<b>BOSE CORPORATION</b> <b>Lead Mechanical Engineer – Home Entertainment Division (2008-2009, earned early promotion)</b> <ul style="list-style-type: none"><li>• Managed a team to develop the Bose SoundDock 10 Bluetooth Dock under budget and ahead of schedule</li><li>• Mentored, advised, and directed new employees on project work and personal development</li><li>• Supervised implementation of mechanical product design in manufacturing facilities in Mexico</li></ul> <b>Mechanical Design Engineer – Home Entertainment Division (2004-2008)</b> <ul style="list-style-type: none"><li>• Award for Outstanding Achievement in Product Design for the Bose Companion 5 Speaker System</li><li>• Award for Outstanding Prototype Development for the 2006 Consumer Electronics Show</li><li>• Developed the Red Dot Award-winning Bose Companion 5 Multimedia Speaker System and SoundDock 10 speaker systems on multi-functional project development teams from concept through production</li><li>• Negotiated product specifications across engineering, corporate, and management functions, yielding compromises to move the product development process forward</li><li>• Cost-reduced product components resulting in a savings of &gt;\$1,000,000 in three years</li><li>• Designed acoustic vibration isolation system to prevent iPod skipping in a high-vibration environment</li></ul> <b>Engineering Project Management Intern – Automotive Division (Summers 2003-2004)</b> <ul style="list-style-type: none"><li>• Collaborated with European auto manufacturers to develop vehicle-specific audio components</li></ul> <b>Marketing and Product Management Intern – Home Entertainment Division (Summers 2001-2002)</b> <ul style="list-style-type: none"><li>• Managed home theater accessory product development and launch</li><li>• Developed business case for the Bose 191 Speaker system</li><li>• Conducted market research by developing and deploying online surveys and performing interviews</li></ul>	Framingham, MA

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## PERSONAL

- Proficient in Word, Excel, PowerPoint, social media tools, and Computer Aided Design (CAD)
- Enjoy world travel, photography, hiking, soccer, skiing, architecture, cooking, and logic puzzles

# Hector Arguelles

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- Prior to Tuck I worked in technology as a project manager leading cross-functional teams from start to end of the projects.
- I possess extensive international experience and I am fluent in English, Spanish and German.
- I am looking primarily at opportunities where I can combine both my technical background and the Tuck MBA, e.g. general management, product manager or internal strategy roles especially within tech and media companies.
- I am knowledgeable and have a passion for the internet space.

# HECTOR ARGUELLES

1101 Byrne Hall · Hanover, NH 03755 · 603-277-0172 · hector.arguelles@tuck.dartmouth.edu

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** **Hanover, NH**  
*Candidate for Master of Business Administration degree, June 2011*
- Awarded Tuck Merit Scholarship
  - Leadership Fellow. Chair of Tuck Ambassador Program. General Management Club. Technology Club
  - Worked in two management consulting projects with British Telecom, UK and John Deere, Brazil
- 1994 - 2002 **UNIVERSIDAD DE OVIEDO** **Oviedo, Spain**  
*Bachelor of Science in Computer Engineering*
- Captain of the indoor soccer team
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## EXPERIENCE

- Summer 2010 **GRASSROOTSOCCER** \$6M health/education non-for profit **Norwich, VT; Africa, Several Locations**  
*Growth Strategy Summer Intern*
- Reviewed overall operations, systems, and organizational structure at both global level in US and regional level in Africa. Evaluated profitability, sustainability and expansion possibilities of fundraising initiatives.
  - Designed new user interface, menu structure and interactive functionality of [www.grassrootsoccer.org](http://www.grassrootsoccer.org)
  - Reported findings and recommendations, that are currently being implemented, to CEO and Board of Directors
- 2007 - 2009 **NOKIA SIEMENS NETWORKS** **Munich, Germany**  
*Senior Software Engineer and Consultant (Contractor), 2007-2009*  
Project management and software development for the test team of the LTE (Pre-4<sup>th</sup> Generation Mobile Networks) base station. Over 400 professionals involved in the project in Germany and Finland
- Led three software projects involving 5 to 12 people across R&D units in Germany and Finland
  - Analyzed and filtered large pools of technical data making them easily accessible and understandable
  - Spearheaded the movement to centralize the test configuration, eliminating previous synchronization errors
  - Designed and implemented an innovative test tool rated as “useful” or “very useful” by all users
- 2004 - 2007 **SIEMENS** **Ulm & Munich, Germany**  
*Software Engineer and Consultant (Contractor), 2005-2007; Software Developer, 2004*  
Provided engineering and software services for the test team of the UMTS (3<sup>rd</sup> Generation Mobile Networks) Radio Network Controller. Project involved over 600 professionals in Germany, Italy, India, and China
- Analyzed, designed, and developed highly complex software that interfaced with Intel’s hardware
  - Reduced the test bring-up time by 50% using process integration and streamlining
  - Awarded European Union (EU) Da Vinci scholarship for mobility of recent graduates in the EU, 2004
- 2000 - 2003 **ASTURECO PFS INFORMATICA** Region’s 2<sup>nd</sup> largest consultancy and auditing company **Oviedo, Spain**  
*Computer Engineer, 2002-2003; Computer Technician, 2000-2001*
- Conceived and built integrated IT solutions for small and medium sized-companies
  - Assisted to founding Weblines, a start-up company that merged with Astureco PFS as its IT branch
- 2002 - Present **THE OLYMPIC MOVEMENT** **Multiple International Locations**  
*International Olympic Academy (IOA) Participants Association President, since 2007; Board Member, since 2003*
- Developed strategic plans. Led the Executive Board through monthly virtual meetings.
  - Launched collaboration agreements with the International Olympic Committee
  - Lectured in Olympic education conferences held in Iran, Austria, Turkey, Greece, and Spain
- Volunteer at the Athens 2004 Olympic Games in Greece, Almeria 2005 Mediterranean Games in Spain, Doha 2006 Asian Games in Qatar, Beijing 2008 Olympic Games in China, and IOA Sessions 2005-2010 in Greece*
- Mentored multinational and multicultural groups of young community leaders and elite athletes
  - Led teams of 20 volunteers responsible for the operations of the 15-day IOA Sessions in 2008-2010
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## PERSONAL

- Native Spanish speaker. Fluent in English and German
- Youth indoor soccer coach, 1994-2002. Sports: indoor soccer, jogging, and skiing
- Author of 10 opinion articles for “La Nueva España” newspaper, with a circulation of over 350,000 readers
- Avid international traveler: over 50 countries visited. Worked and/or studied in 12 countries in 4 continents

# Richa Bansal

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- Prior to Tuck I have technology consulting experience, business development and general management experience over summer.
- I have significant experience in client and vendor management, technology due-diligence. I have moderate experience in modeling and finance.
- Geographically, I am interested in New York, and Boston and the west coast, specifically Silicon Valley.
- I am focusing on west coast as that is where the majority of technology companies are located. I am very interested in Corporate Development, internal M&A/consulting roles.
- Have interviewed and gone to final stages of several consulting firms. Have done several consulting projects at school. I am very interested in advisory, transaction focused roles where I can get some M&A experience.

# Richa Bansal

1102 Byrne Hall • Hanover, NH 03755 • (205) 515-3177 • richa.bansal@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
*Candidate for Master of Business Administration degree, June 2011*
- Tuck Merit Scholarship
  - Finance Chair – Business & Society Conference 2011, Leadership Program Fellow
  - VC Project – Doing due-diligence on a new lab tech platform for pharmaceutical and bio-tech firms
  - Tuck Global Consultancy – Designed IT strategy and made recommendations to CIO and technology executives of a \$2B construction products company Buchs, Switzerland
- 2001-2005 **NETAJI SUBHAS INSTITUTE OF TECHNOLOGY AT DELHI UNIVERSITY** Delhi, India  
*Bachelor of Engineering in Automation*
- Delhi University Merit Scholarship
  - Management Events Head at NSIT's Technical Symposium (2004-2005)
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## EXPERIENCE

- Summer 2010 **EATON CORPORATION** Galesburg, MI  
*Summer Consultant, Business Development Group*
- Analyzed a \$21M product line located in Brazil and China; built quantitative models to forecast impact of scale on future costs and interpret cost trends
  - Performed financial analysis for a product line and developed a NAFTA market strategy by identifying opportunities to the tune of \$2M for improved resource and product portfolio management
  - Led a team of engineers that identified opportunities for reducing engineering costs through competitive benchmarking
- 2005-2009 **TATA CONSULTANCY SERVICES (TCS)** Ipswich, United Kingdom  
*Business Analyst (2008-2009)*  
*Managed onsite client relations for a \$31B international telecommunication firm*
- Performed due diligence and made actionable recommendations to clients using several metrics such as cost, continued support, and network compatibility that led to business engagements with software vendors
  - Created Excel models to capture device failures and communicate failure scenarios through enhanced application interface modeling; the model acted as a tool for making device management decisions
  - Designed go/no-go decision framework which analyzed risks for devices and simplified 'Go Live' process reducing time for introduction of new network services by 50%
  - Coordinated workflow of multiple vendors, consultants and client teams to deliver enhanced fault handling services which increased reliability of client's data network by 25%
  - Mentored and trained offshore team and introduced best practices on effective client management which differentiated TCS from competitor teams during contract renewal
- Assistant Systems Engineer (2005-2008)* Gurgaon, India
- Worked on a consulting team and developed initial scope, bid proposal to win a \$15M project for TCS
  - Led team of four to introduce new protocols to increase redundancy and data handling capacity of devices
  - Developed test strategies and plans for the client network to improve automation activities saving client 100 hours of expert technician labor on a monthly basis
  - Identified efficiency gains and transferred 'Lessons Learnt' from initial stages of project to members of newly established teams, reducing lead time by 15% for two crucial deliverables
  - Developed new features for client web interface that increased consumer acceptance rate by 30%
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## LEADERSHIP & PERSONAL

- Awarded J.N. Tata Endowment Scholarship for education at Tuck School of Business
- Co-founded 'MentorsFoundation', an education start-up in New Delhi, India that provided career development assistance to high school students (2006-2008)
- Founded public speaking club in Tata office with membership of over 80 people
- Budding gourmet cook

# Claudio Callegari

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- Prior to Tuck, I gathered experience in capital markets, structured credit and corporate finance working with clients across Southern Europe, Israel and the Middle East.
- I am seeking to either: - Return to the markets and would be keen on credit and real estate focused roles whether on the sell-side or buy-side. - Find a corporate finance/business development role in a corporation.

# Claudio Callegari

1103 Byrne Hall • Hanover, NH 03755 • (603) 738-2535 • claudio.callegari@tuck.dartmouth.edu

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## EDUCATION

2009-present	<b>TUCK SCHOOL OF BUSINESS AT DARTMOUTH</b> Candidate for Master of Business Administration, June 2011 Research Fellow - Center for Private Equity and Entrepreneurship, Teaching Assistant in Financial Accounting International Club, Private Equity Club, Dartmouth Energy Collaborative, Tuck Student Consulting Services	Hanover, NH
2002-2003	<b>SDA BOCCONI SCHOOL OF MANAGEMENT</b> Master of Science, Corporate Finance, September 2003	Milan, Italy
1997-2000	<b>UNIVERSITY OF CHICAGO</b> Bachelor of Arts, Economics, December 2000	Chicago, IL

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## EXPERIENCE

Summer 2010	<b>MIRON HOLDINGS</b> <i>Summer Associate</i> <i>Holding company with \$125 million AUM, engaging in private equity and real estate investments</i> <ul style="list-style-type: none"><li>Completed acquisition of \$25 million pool of non-performing loans, conducted due diligence, prepared investment memorandum; engaged in pricing of \$160 million of distressed and sub-performing loans tied to commercial real estate, modeled cash flows and structural alternatives</li><li>Prospected new investment opportunities; worked with Managing Principals to define strategies for future investments and for maximizing value in existing portfolio; liaised with capital partners to syndicate transactions</li></ul>	Armonk, NY
2008-2009	<b>DOUBLESEE</b> <i>Entrepreneurial advisory company focusing on financial services</i> <i>Director and Founder</i> <ul style="list-style-type: none"><li>Devised business plan for a carbon assets fund; advised on business and fund structure, implemented financial models, evaluated competitive landscape and potential investors</li><li>Supplied newly established modern art fund with investor research, marketing and introductory services</li><li>Completed sale of \$7 million Italian automation products company to Russian counterparty</li></ul>	London, UK – Milan, Italy
2004-2007	<b>BANK OF AMERICA</b> <i>Associate, Global Structured Products</i> (2006-2007) <ul style="list-style-type: none"><li>Worked with bank CFOs and Treasurers on strategies to optimize credit risks, mark-to-market volatility and capital requirements; finalized a \$450 million hedging transaction generating \$1.5 million fee</li><li>Spearheaded efforts to improve client coverage and distribution in Southern Europe and Middle East; handled structuring and sale of bespoke synthetic retail product with over \$1 million P&amp;L</li></ul> <i>Associate, Global Capital Markets</i> (2005-2006) <i>Analyst, Global Capital Markets</i> (2004-2005) <ul style="list-style-type: none"><li>Executed financing transactions worth over \$20 billion; products covered included investment and speculative grade loans, bonds and asset-backed securitizations; participated in acquisition financing deals worth over \$9 billion</li><li>Collaborated with clients to implement effective debt strategies; won several mandates throughout Southern Europe; fundamentally contributed to re-establishment and expansion of franchise in Italy</li></ul>	London, UK
2003	<b>ROTHSCHILD</b> <i>Analyst</i> <ul style="list-style-type: none"><li>Advised leading telecom carrier on \$11 billion merger; developed business plan for \$1.3 billion real estate initiative; created financial models for buyouts and mergers; researched wide spectrum of industries</li></ul>	Milan, Italy
2001 - 2002	<b>TYCO HEALTHCARE</b> <i>Business Analyst – Southern Europe</i> <ul style="list-style-type: none"><li>Assisted CFO in preparation of recovery plan for \$600 million of non-performing receivables; drafted business plan for joint-venture in Portugal; completed acquisition of distributor in South Africa</li></ul>	Milan, Italy

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## PERSONAL

- Languages: native Italian speaker, fluent in English since age ten, working knowledge of French
- Budding chef and gourmet, avid Leonard Cohen and Nick Cave fan, penchant for history and geopolitical studies, passionate about fiction especially contemporary American and British

# Neil Davis

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- I am an experienced Internet professional who has worked with a breadth of Fortune 500 companies in building, executing and analyzing digital marketing strategies.
- Looking ahead, I am seeking to leverage my experience working at Google, Microsoft and New Balance to pursue a role in marketing with an online company following the completion of my MBA in June 2011.
- I am interested in West Coast, Silicon Valley; technology - ideally early or mid-stage startups with VC backing.

# Neil A Davis

2 Hunter Lane • Hanover, NH 03755 • 650.799.4435 • neil.davis@tuck.dartmouth.edu • Twitter: @neildav

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
*Candidate for Master of Business Administration degree, June 2011*
- Concentration in marketing coursework. Coursework includes Database Marketing, Retail Pricing Strategies & Tactics, Brand Management, Strategies for Internet Businesses and Negotiations
  - Marketing Club, Technology Club, Retail Club, Tuck Soccer Team, Founder: Tuck Triathlon Club
  - Tuck Student Consulting Project: Pricing analysis for Harpoon Brewery; Organizing committee: Run for the Kids; TA: Introduction to Marketing; Research: Top Tech Toys 2010
  - Winter '11 independent study with professors Eric Johnson and Kevin Keller: Exploration of emerging trends in mobile technologies as they relate to the shopper's evolving in-store experience
- 2001-2005 **STANFORD UNIVERSITY** Stanford, CA  
*Bachelor of Arts, Political Science & Minor in US History, 2005*
- Four-Year Letter Winner: Varsity Cross-Country, Indoor Track, and Outdoor Track Teams
  - Co-Captain 2003 NCAA Champion Cross-Country team
  - 2002 & 2003 U.S. Cross Country Coaches Association All-Academic Team
  - Stanford Daily Sports Columnist (2004-2005)
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## EXPERIENCE

- Summer 2010 **NEW BALANCE – RUNNING DIVISION** Boston, MA  
*Integrated Marketing Manager Intern*
- Led members of the NB product, digital and corporate strategy teams and outside agencies in the creation of a three-year marketing plan to build brand awareness among high school runners; won buy-in for strategy from C-Level executives
  - Designed and began implementing a digital presence for New Balance in high school running, including on-line (Facebook and NB.com) and mobile assets
  - Executed organic market research, including positioning analysis and brand equity research to determine trends within the high school running market
- 2006-2009 **MICROSOFT – ONLINE SERVICES GROUP** Redmond, WA  
*Search Account Manager (promoted from Associate Search Media Strategist in January 2007)*
- Led cross-functional teams in conducting and analyzing consumer research and creating and optimizing search engine marketing (SEM) strategies for leading eCommerce clients including Apple, Zappos.com and Charles Schwab
  - Presented client-facing quarterly business reviews to a portfolio of ten clients (minimum 1x/month) in order to increase advertiser ROI, improve customer satisfaction, and drive additional revenue
  - Pitched and implemented cross-media Mother's Day marketing campaign for T-Mobile resulting in \$2.3M incremental revenue
  - Achieved first rank (*Top 10%*) in annual performance reviews; promoted twice over 30-months
  - Creator, producer, and co-host of 'The Show,' a cross-group internal webcast that highlighted individual and team achievements through bi-weekly broadcasts
- 2005-2006 **GOOGLE – ONLINE SHOPPING TEAM** Mountain View, CA  
*Froogle Coordinator*
- Managed online advertising campaigns for Froogle retail merchants
  - Helped design FAQ system to expedite response time to customer queries; FAQ was rolled out to entire 30-person Online Shopping Team
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## INTERESTS & COMMUNITY INVOLVEMENT

- Ran 2:37 to finish 129<sup>th</sup> out of 22,000 competitors at the 2008 Boston Marathon
- Guide Puppies of Seattle volunteer puppy raiser; recognized for raising \$20,000 donation
- Traveled to India, Nepal, Turkey, Lebanon, Jordan; trekked to 17,600 foot Everest Base Camp

# Bryan Doherty

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- By way of background, I spent three years at Advent International; two years in their Boston office and one year on-site at Hudson News (Advent Portfolio Company). Prior to Advent, I worked in the Financial Sponsors Group at William Blair & Company in Chicago for three years.
- I am hoping to attain a post-MBA position at a private equity firm. Given my background, I am focused primarily on growth equity and buyouts.
- I believe I have a fairly unique background for private equity, in that; I have both direct private equity investment experience as well as portfolio company experience. Additionally, at Advent I helped organize the global due diligence process in raising largest mid-market buyout fund in the world (\$10.4B).

# BRYAN B. DOHERTY

1004 Byrne Hall • Hanover, NH 03755 • 617-840-7893 • bryan.doherty@tuck.dartmouth.edu

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for *Master of Business Administration*, June 2011  
Private Equity Finance – TA, PE/VC Club – Co-Chair, Graduate Rugby Team – Captain, Men’s Tripod Hockey
- 1999 - 2003 **VILLANOVA UNIVERSITY** Villanova, PA  
*B.S. in Business Administration – Finance; B.S. in Economics*, June 2003 – cum laude  
Dean’s List, Co-founder Villanova Equity Society, Division I-AA Football, Intercollegiate Rugby, Villanova Alumni Association – Coordinated 5-year class reunion
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## EXPERIENCE

- SUMMER 2010 **GENZYME CORPORATION** Cambridge, MA  
*Business Development MBA Summer Intern*
- Evaluated potential acquisitions, licensing agreements, and partnership opportunities and presented recommendations to Genzyme senior management.
  - Reviewed and negotiated term sheet for an early-stage drug discovery technology platform partnership.
- 2008 - 2009 **HUDSON GROUP, INC. (PORTFOLIO COMPANY OF ADVENT INTERNATIONAL)** East Rutherford, NJ  
*Director of Special Projects*
- Concluded Advent International associate program working on-site with the Hudson Group’s executive management team as the Director of Special Projects.
- Worked alongside Advent in executing an \$840M merger of Hudson Group and Dufry AG – Combined business created world’s premier travel retailer with revenue of \$2.2B and 1,000 stores in 41 countries.
  - Led all aspects of acquisition process – identified possible acquisition targets, coordinated company due diligence, completed extensive financial analysis, and negotiated purchase agreements.
  - Coordinated and executed strategic plans with Hudson and Dufry executive teams including cross-border merger integration and variable expense reduction resulting in over \$15M of incremental earnings.
- 2006 - 2008 **ADVENT INTERNATIONAL CORPORATION** Boston, MA  
*Private Equity Associate, Retail & Consumer Group*
- Evaluated LBO and growth equity transactions in the retail and consumer products industries in North America and Western Europe on behalf of \$10.4B Advent Global Private Equity Fund VI.
- Identified potential acquisition targets and proactively developed relationships with management teams of leading specialty retail and branded consumer product companies.
  - Constructed financial models to analyze investment returns under various scenarios.
  - Organized global due diligence process in raising largest mid-market buyout fund in the world (\$10.4B).
- Select Transaction Experience:
- Completed acquisition of Hudson Group, the premier travel retailer in North America, with revenues exceeding \$600M and over 540 duty-paid stores in 70 airports and transportation terminals.
  - Led diligence efforts for the potential acquisition of a leading retailer of storage and organization products.
  - Conducted extensive market research and built detailed financial models to evaluate a minority investment in a designer of athletic, casual, and professional physiological footwear.
- 2003 - 2006 **WILLIAM BLAIR & COMPANY, LLC** Chicago, IL  
*Investment Banking Senior Analyst, Financial Sponsors Group*
- 12 closed transactions: 7 M&A deals (\$2.2B total value) and 5 public equity offerings (\$500M raised).
  - Actively involved in all areas of M&A and public equity offering processes at mid-market investment bank.
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## PERSONAL

- Team Captain and volunteer at Clean Ocean Action, one of the largest beach cleanups in the world
- Interests include international travel (recently Japan), Italian cuisine, surfing, and improving my golf game

# Claus Espen Eckbo

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- My experience has been focused on building a solid expertise in finance, while gaining exposure to several different industries. Once that base was established, I augmented the knowledge by focusing on operations through both my summer internship and the Lean Six Sigma Black Belt program.
- I am interested in working with an operations group within a private equity firm. I am fairly location agnostic, but my preference is to end up working in New York, Boston, San Francisco, or Oslo, Norway.
- I held two roles that are relevant to Private Equity operations. In 1997, I founded and ran a furniture building company in Vancouver, BC. I was responsible for all aspects of the business; from sourcing new clients to building custom designed furniture. Additionally, in 2008 I held a Director of Finance position for a non-profit sports organization in Canada.

# CLAUS ESPEN ECKBO

87 East Wheelock St. • Hanover, NH 03755 • (603) 738-3444 • claus.e.eckbo@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH, USA  
Candidate for Master of Business Administration, June 2011
- Finance & General Management focus – Relevant courses includes: Corporate Restructuring; Private Equity Finance; Investments; and Entrepreneurship & Innovation Strategy
  - Research Assistant, Mergers & Acquisitions, Tuck Corporate Governance Center
  - Member of Center for Private Equity & Entrepreneurship, Finance Club, and Investments Club
  - Elected Captain of the Tuck Hockey Team, Elected Co-Chair of the Tuck Automotive Club
- 1998-2003 **UNIVERSITY OF BRITISH COLUMBIA** Vancouver, BC, Canada  
Bachelor of Commerce, Finance, May 2003
- Dean's List Honors
  - Member of Finance Club & Entrepreneurship Club
- 

## EXPERIENCE

- Summer 2010 **XOJET, INC** San Francisco, CA, USA  
TPG Portfolio Company: Strategic restructuring and project management for a high-end aviation provider  
***MBA Intern, Strategy and Corporate Development***
- Worked with the company's lead strategist and C-level executives on the formation and implementation of turnaround strategy essential to the continued survival of the company
  - Leveraged project management experience to identify priorities among 35 corporate initiatives and introduce accountability among senior executives
  - Identified 4500 high-potential leads and generated 3 customized action plans and targeted sales collateral
- 2005-2009 **INTRAWEST ULC** Vancouver, BC, Canada  
Fortress Investment Group Portfolio Company: Financing and treasury responsibilities before, during, and after the LBO of an international ski resort owner/operator and condo hotel developer  
***Financial Analyst, Corporate Finance and Treasury***
- Supported the due diligence efforts that allowed for the leveraged buyout of Intrawest Corporation and subsequently maintained the \$1.9 billion dollar bridge loan
  - Managed corporate liquidity by creating 4- and 13-week cash forecasts and managing available funds
  - Reported to C-level executives and liaised with regional VP's, Managing Directors, and partnership entities on covenant compliance, streamlining treasury functions, and loan origination
  - In charge of the financing due diligence and financial modeling for the origination of \$200 million of real estate development loans in a liquidity strapped market
  - Participated in loan negotiations and conformed working credit agreements to deal terms
  - Performed analysis and assembled documents necessary to build a bankruptcy pre-pack
  - Reduced costs by 15% on a portfolio of 300 centralized and 350 decentralized bank accounts
- Relevant Transaction Experience***
- Leveraged buyout of Intrawest Corporation by Fortress Investment Group in 2006
  - Refinancing of \$1.5 billion LBO bridge loan in a liquidity strapped market
- 2003-2005 **BEST BUY CANADA LTD** Burnaby, BC, Canada  
Merchandising and Inventory support at the corporate headquarters of the fastest growing retailer in Canada  
***Merchandise and Inventory Analyst***
- Promoted in 8 months to Supply Chain Analyst for exemplary performance as a Merchandising Analyst
  - Mitigated unpredictable conditions to meet multiple concurrent deadlines in a fast-paced industry
  - Built Excel models that increased the visibility of on-hand/in-transit inventory and product sales trends, facilitating management of 500 product SKU with varying turnover rates and in-store requirements
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## PERSONAL

- Operational efficiency training: Certified Lean Six Sigma Black Belt
- Native fluency in English and Norwegian; Working knowledge of Swedish, Japanese, and French
- Enjoys new technologies, playing ice hockey and golf, skiing, motorcycling, and SCUBA diving

# Seth Gilmore

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- I worked in the newsroom of The New York Times in a variety of management capacities from labor relations to production to IT to legal and HR. Though I did not write for The Times I am a skilled writer and editor, and as a philosophy major and playwright I tend to see the world a little differently. At Tuck I was very active in the E-Ship club and entrepreneurial activities.
- I am moving to San Francisco to work on an internet startup with a T'08. This will only last for about six months at which time I will seek to either start my own company or join another company as a co-founder.
- My commitment to this startup is fairly flexible and I will, in fact, be taking on additional hourly work for an admissions consulting firm while spending the majority of my time working on the startup. At the same time I am open to other income-producing opportunities, particularly if they expand my skill set, network or exposure to potential paths or co-founders.

# SETH D. GILMORE

1107 Byrne Hall • Hanover, New Hampshire 03755 • 917-693-6211 • seth.d.gilmore@tuck.dartmouth.edu

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration, June 2011
- Organizer, 2010 Reaching Out LGBT (National) MBA Conference
  - Consulting project for non-profit housing initiative in Bangladesh
  - Co-Chair: E-ship Club, Tuck GSA; Media & Entertainment Club; Technology Club; Real Estate Club
- 1992-1996 **DENISON UNIVERSITY** Granville, OH  
Bachelor of Arts, *summa cum laude*, Philosophy
- Phi Beta Kappa, Presidential Medal, 4-year Dean's List, 4-year Honors Program
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## EXPERIENCE

- Summer 2010 **TRUE PRODUCTS, LLC** Berkeley, CA; Mangalore, India  
*Co-founded company and developed first product, "Giving Leaf," a 100% natural, biodegradable, compostable takeout-food container made from fallen palm leaves sourced in rural India.*
- Won social venture grant from Hess Corporation through competitive process.
  - Awarded funding from Rice Business Plan Competition, the world's largest and most competitive.
  - Successfully negotiated sales exclusivity rights for U.S. marketplace with Indian manufacturer.
  - Acquired northeast distributor and negotiated favorable terms.
  - Oversaw development and patent application for product design.
  - Arranged for and executed pilot programs in winter of 2010.
- THE NEW YORK TIMES** New York, NY
- 2005-2009 *Assistant to the Editor, News Technology*
- Analyzed then managed conversion of three major business processes to web-based applications, improving overall efficiency by 60% and lowering associated administrative costs by 40%.
  - By realigning duties, designed and directed effort to improve computer support team's issue resolution rate by 50%, attaining highest service level compliance rating in company.
  - Initiated and executed two major departmental reorganizations by consolidating duties and eliminating redundancies, resulting in annual savings of over \$200K.
  - Used diplomacy and careful analysis to facilitate highly sensitive 8% newsroom-wide staff reduction, garnering high praise from masthead.
- 2003-2005 *Project Manager, News Technology*
- Overhauled program to teach new desktop editing system to 1200 highly resistant journalists, reducing training time by 40% and resulting in 95% positive trainee feedback.
  - Built model for and implemented newspaper's first internal, web-based organizational framework for managing deployment logistics, safety precautions and coverage of Hurricane Katrina disaster.
  - Worked with six news and non-news departments to automate and systematize newsroom's employee hiring and termination procedures, resulting in 80% improved efficiency.
- 1999-2002 *Logistics and Technology Manager, Executive Editor's Office*
- After company's landmark Supreme Court defeat, assisted legal department in developing new freelance writer contracts; developed web-based system that achieved 98% signature compliance.
  - Developed policy, then managed newsroom's cell phone and PDA purchasing budget, usage, and reimbursement expenditures, reducing \$385K budget by 24%.
- 1997-1999 *Supervisor, Newsroom Support Staff*
- Budgeted and managed 110 union-represented news assistants in deadline-intensive newsroom.
  - Overhauled schedules to reduce annual overtime expenditure by 70% (\$160K).
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## PERSONAL

- Student of Broadway and Off-Broadway theater
- Personal assistant to Pulitzer prize-winning playwright, Tony Kushner
- Enjoy writing: Columnist for college newspaper, author of two manuscripts, and founder of internet-based publication startup

# Justin Graham

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- I worked in Fixed Income & Derivatives for 5+ years prior to Tuck. I have extensive experience in VBA and Excel Modeling, as well as Capital Markets Technology.
- I am looking for a junior Business Management/PM/Strategist role in the SF Bay Area.
- I have worked in various roles across the full product lifecycle and have a solid grasp of many financial products.

# JUSTIN GRAHAM

99 Crocker Ave • Piedmont, CA 94611 • 917.664.0132 • justin.m.graham@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration degree, June 2011
- Finance, Investment, and Ice Hockey Clubs; Co-Chair of Outdoor Club; GMAT: 750
  - Board Member of Twin Pines Housing Trust, a not-for-profit housing developer located in VT/NH
  - Chief Creative Officer of TuckStuff, official Tuck merchandiser of gifts and apparel
- 1998-2002 **DUKE UNIVERSITY** Durham, NC  
Bachelor of Science in Economics, Minor in Spanish, Dean's List
- Universidad San Pablo CEU (2001) Madrid, Spain
  - Founder of Duke Club Roller Hockey; President of Duke's online community; Sigma Nu Fraternity
- 

## EXPERIENCE

- Summer 2010 **RBC CAPITAL MARKETS** New York, NY  
*Valuations Group*
- Evaluated independent pricing methodologies for the Global Arbitrage and Trading business group
  - Designed and documented standard processes for valuing financial products across all trading desks
- 2008-2009 **BARCLAYS GLOBAL INVESTORS (NKA BLACKROCK)** San Francisco, CA  
*Senior Associate – Fixed Income*
- Represented BGI for Credit Default Swap industry standardization and centralization initiatives
  - Spearheaded analysis and implementation of Credit Derivatives affirmation platform for 9 Hedge Funds
  - Valued BGI's Lehman default claim for OTC Derivatives and authored tracking application
  - Directed global implementation of Net Asset Value monitoring application and processes for 120+ funds
- 2005-2008 **RISK FOCUS INC.** New York, NY  
Risk Focus designs and delivers trading and risk management solutions to global investment banks  
*Principal Consultant – Business Analysis Group Head*
- Managed Business Analysis Group and oversaw direct reports at UBS, Citigroup, and Barclays Capital
  - Grew business from 5 to more than 15 people across New York and London offices
- BARCLAYS CAPITAL & UBS AG Projects:*
- Managed Singapore team and delivered leveraged loans Total Return Swap trading platform
  - Designed structured credit derivatives trading system for synthetic CDO, CDO<sup>2</sup>, and Nth-to-Default
  - Drafted requirements for CDS/Index Option trading and integration into strategic risk platforms
  - Modeled historical ABX pricing to evaluate credit risk in Hedge Fund margining
  - Expanded client prime brokerage product coverage to include index tranche, loan CDS, and ABX
  - Authored architecture for managing credit and corporate action events, confirmations, and reference data
- 2004-2005 **ACCENTURE** New York, NY  
*Consultant – UBS AG: Fixed Income Rates & Currencies*
- Coordinated implementation of a scalable front-to-back CDS risk management and trading platform
  - Defined requirements for credit par spread, and point-shift credit delta scenario risk measures
  - Directed Valuation user acceptance testing by proprietary trading and market making business users
  - Taught credit derivative & fixed income fundamentals to all engagement team members
- 2002-2004 **GENERAL MOTORS CORPORATION** Linden, NJ  
*Senior Financial Analyst – Manufacturing Finance & Competitive Operations Engineering*
- Built comprehensive financial tools package using VBA and directed deployment to 5 assembly plants
  - Developed 2003 and 2004 annual plant budget of \$215M and prepared monthly structural cost forecasts
  - Managed balance sheet and income statement accounts: fixed assets, inventory, and mfg expense
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## PERSONAL

- Excel modeling and VBA skills; conversational Spanish; East Bay Habitat for Humanity
- Interests include roller hockey, skiing, fly fishing, oil painting, design, hiking in the SF Bay Area, travel

# John Gronberg

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- Prior to Tuck I was a strategy consultant for Fortune 500 firms, analyzing massive transportation datasets to create actionable recommendations for top level executives. This summer, I worked at Amazon as a Product Manager on the Green team and created a packaging program to encompass >500k units in year 1. At Tuck, I ran the web operations of TuckStuff and drove 60% YoY growth in online sales.
- I intend to move to the San Francisco Bay Area next year. I would like to find a product or business development role at a small internet technology firm. My primary interests are social media, cloud computing, and online retail.
- I thrive in small startup environments, and relish the opportunity to work in a loosely defined role where I can decide how best to allocate resources across multiple critical projects. I am a strategist who enjoys the fulfillment of bringing grand plans to fruition through diligent execution.

# JOHN GRONBERG

1107 Byrne Hall • Hanover, NH 03755 • 508-878-0935 • [john.gronberg@tuck.dartmouth.edu](mailto:john.gronberg@tuck.dartmouth.edu) • twitter: gronberg

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for *Master of Business Administration*, June 2011
- Head of Web Operations for TuckStuff: re-designed student run, school-branded merchandise retailer website ([tuckstuff.com](http://tuckstuff.com)) and created 60% YoY growth in revenues
  - Winter 2011 independent study with Professors Eric Johnson and Alva Taylor on e-commerce technology innovation and impacts on revenue growth
  - Tech Club, TuckMoto(co-chair), Tripod Hockey (Captain), Tuck Triathlon Team (Founding Member)
- 2002 - 2006 **BOWDOIN COLLEGE** Brunswick, ME  
*AB Economics, AB Philosophy*, May 2006  
Writing Assistant, Economics Research Assistant (Common Resource Management), Pre-Orientation outdoor Trip Leader, Men's A-team Ultimate Frisbee  
*Stockholms Universitet* Stockholm, SWE  
Study abroad in economics, architecture, and culture at prestigious Swedish institution, Spring 2005
- 

## EXPERIENCE

- Summer 2010 **AMAZON.COM, INC.** Seattle, WA  
*Product Management Intern, Amazon Green (Operations)*
- Launched Frustration-Free Packaging initiative for third party merchants on the company's US website; established packaging certifications for 800,000 annual unit sales through 5 pilot merchants
  - Compiled product engineering requirements through collaboration with cross-functional teams in user experience, operations, legal, website, and retail groups
  - Developed a long term strategy for Amazon Certified Frustration-Free Packaging to become the dominant sustainable packaging standard for the multi-trillion dollar e-commerce industry
- 2006 – 2009 **NORBRIDGE, INC.** Concord, MA  
*Boutique strategy consulting firm specializing in transportation and supply-chain management*
- Associate (2008-2009)*  
Provided analytical support and project management for multiple initiatives at Fortune 500 railroad:
- Modeled electricity dispatch for coal plants across US to highlight \$90 million in revenue opportunities for VP of \$3.5 billion business unit
  - Developed corporate sustainability strategy initiative, driving discussions with Chicago Climate Exchange for a 6% carbon emissions reduction
  - Mentored business analysts: trained new hires, developed targets for career goals and professional development, founded and chaired social committee
- Business Analyst (2006-2007)*
- Organized project team for extended purchasing efficiency initiative at multinational auto industry supplier; coordinated efforts for US- and EU-based teams as sole American liaison at French headquarters, driving rapid streamlining of data management
  - Identified \$15 million potential savings for Fortune 500 railroad through reduced train unloading time by conducting in-depth interviews and multi-scenario analyses
- 

## PERSONAL

- Reconditioned and restored \$250 car for cross-country auto rally, raising >\$3,000 for local charity
- Assembled Ultima GTR and Superformance Cobra kit cars for AC Motorcars (2002-2004)
- Mac OS X Student Developer (2002-2006)
- Planning 100+mile per day cross-country bike trip in Summer 2011
- Sub-2:30 Olympic-distance triathlete

# Ross Guida

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- I am a former naval submarine officer, liaison and advisor (when working with the army) and instructor. At Tuck I have concentrated on consulting and Tech, but have also found some of the general management positions very interesting as well.
- When I look for a career I look for three main things 1) That the position is very challenging and I will be interested and engaged in overcoming the barriers that the position present. 2) That the position will open doors for increased responsibility within the company or firm. 3) That I believe I will have a strategic or experiential advantage to excel in the position over other candidates.
- I have a strong skillset and experience in leading teams and in project management.

# ROSS G. GUIDA

Tuck School of Business • 1107 Byrne Hall • Hanover, NH 03755 • (860) 389-0997 • ross.guida@tuck.dartmouth.edu

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## EDUCATION

- 2009-Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration, June 2011, GMAT 730/800  
Tuck Admissions Associate - Captain; Accepted Student Weekend – Committee Chair; Volunteer Tutor;  
Tuck Gives (non-profit fundraising); Entrepreneurship Club; Tech Club; Consulting Club
- 2006-2009 **OLD DOMINION UNIVERSITY** Norfolk, VA  
Masters in Engineering Management (MEM), August 2009, GPA 3.87/4.00  
MEM degree heavily emphasized Excel skill development for complex financial and workflow modeling
- 2001-2003 **NAVAL NUCLEAR PROPULSION OFFICER TRAINING PIPELINE** Charleston, SC & Ballston Spa, NY  
Certification as “*Engineering Officer of the Watch*,” the commanding watch station over the nuclear power plant
- 1997-2001 **UNION COLLEGE** Schenectady, NY  
Bachelor of Science, Computer Science; June 2001, cum laude, GPA 3.51/4.00  
Graduated with Departmental Honors for advanced thesis work & Member of Sigma Xi: Scientific Research Society
- 

## EXPERIENCE

- 2009-2011 **TUCK SCHOOL OF BUSINESS** Hanover, NH  
***MBA Candidate – Consulting and Entrepreneurial work / projects***
  - Consulted with a small R&D “body scanner” company and made a final recommendation to scale back their next generation scanner and reinvest in a legacy system where their product had greater strategic advantage. Since then the company has marketed this previously unsold product and has generated over \$4.5M in sales.
  - Created entrepreneurial business plan, with student led team, for “PRISM”, an online personal network management site designed to meet the demands of professionals seeking to simplify their personal networks.
- 2010 (SUMMER) **UNIDESK CORPORATION - venture funded software portfolio company** Marlborough, MA  
***Unidesk MBA Intern***
  - Led the design of, and implemented a formalized set of best practices for Unidesk’s business development webinar series. The result of this self-identified effort enabled Unidesk’s marketing team to easily execute and adapt web analytics, market research & market testing into new business development opportunities.
  - Designed Excel “sales-goal” model used to estimate and set company targets for lead & proof of concept requirements, needed to achieve revenue targets set by Unidesk’s board and venture capital partners.
- 2007-2009 **SUBMARINE OFFICER – UNITED STATES NAVY** Groton, CT  
NAVAL SUBMARINE SCHOOL  
***Submarine Officer Staff Instructor – specializing in sonar & tactics***
  - Led a team of specialists to rewrite classroom lectures and lab procedures after identifying effectiveness gaps in the “Tactical use of the Ocean Environment” course. As lead instructor of this rewritten course, worked with submarine captains, crew members, and top navy officials to ensure full implementation of these new tactics.
  - Selected for promotion to serve as Submarine Department Head prior to honorable military resignation.
- 2006-2007 **IRAQ ASSISTANT GROUP (IAG) / MULTI-NATIONAL CORPS IRAQ** Baghdad, Iraq  
***Command Liaison and Watch Officer***
  - Prepared and presented a weekly “*Iraq Assistance Group: Command Update*” briefing to General Odierno, Multi-National Corps Iraq - Commanding General, updating him on the status of over 2,600 United States and Coalition Military Transition Team (MiTT) members vital to training the Iraqi Army.
  - Developed and implemented database search algorithms used to cultivate reports of all Iraqi Army “*significant actions*.” These reports were then used to brief top U.S. Army officials on the Iraqi Army’s training progress.
- 2003-2006 **USS SAN JUAN (SSN-751)** Groton, CT  
***Submarine Officer***
  - Led and managed 20-man team to successfully execute operational orders for 2 billion dollar national security asset, as “*Submerged Officer of the Deck*.”
  - Directed nuclear power plant operations and led 11-man team, as “*Engineering Officer of the Watch*.”
  - Led project management efforts and oversaw extensive upgrade and overhaul to vital equipment within the submarine’s multimillion dollar communication room.
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## PERSONAL

- AWARDS: Joint Service Commendation Medal, Marine Corps Commendation Medal, and Navy & Marine Corps Achievement Medal, all for superior personal performance.
- CLEARANCE: Hold a current Top Secret – Sensitive Compartment Information (TS/SCI) security clearance.
- HOBBIES: skiing, hockey, mountain biking, and international exploration.

# James Hay

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- I have six years of transactional experience within the Private Equity industry prior to Tuck; two years with a consumer focused Private Equity investor and four years in leveraged finance.
- Last summer I was a corporate development intern at a privately held firm undertaking a roll-up of the non-destructive testing industry.
- I am looking for corporate development or private equity role and have a geographic preference for either Europe or Boston area.
- I also gained significant restructuring experience during my time at Baugur as both our portfolio companies and our holding company were impacted by the economic downturn.

# W. James Hay

44 McKenna Road • Norwich, VT 05055 • (603) 277.0226 • william.j.hay@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration degree, June 2011.
- Merit Scholarship Recipient
  - Center for Private Equity Research Fellow, Revers Nonprofit Board Fellow, Hockey Club (co-captain)
  - Represented Tuck at the 2009 American Bankruptcy Institute Corporate Restructuring Competition
- 2001-2003 **SAUDER SCHOOL OF BUSINESS, UNIVERSITY OF BRITISH COLUMBIA** Vancouver, BC  
Bachelor of Commerce (Finance)
- Finance Club, Capital Markets Club, Club Ice Hockey
- 1999-2001 **CAPILANO UNIVERSITY** North Vancouver, BC  
Commerce Program
- Dean's list in 2000 and 2001, Junior / AAA Ice Hockey all three years
- 

## EXPERIENCE

- 2010 **ROCKWOOD SERVICE CORPORATION** Greenwich, CT  
*Highly acquisitive, privately held firm which has grown to become the leader in the non-destructive testing industry through acquisitions and an intense management focus on organic growth and profitability*
- Summer Intern – Corporate Development**
- Worked with senior management teams of acquisition targets to develop business plans and operating models demonstrating the rationale and benefits of combining their businesses with Rockwood operations
  - Developed and documented transaction structures to ensure interests of managers in acquired businesses are aligned with those of Rockwood
  - Identified and analyzed acquisition targets in existing and adjacent markets
- 2007-2009 **BAUGUR GROUP** London, UK  
*Private equity investor focused on the retail sector*
- Associate – Retail Investments**
- Sourced, evaluated, structured, and executed private and public equity investment opportunities
  - Coordinated with entrepreneurs, management teams, investment bankers, legal counsel, tax/accounting advisors, and consultants as part of sourcing and due diligence efforts
  - Developed detailed financial model and business plan in conjunction with experienced industry operators for attempted take private of Saks Fifth Avenue; evaluated and negotiated financing options
  - Worked with existing management teams to develop business plans for bolt-on acquisition. Pitched opportunities to existing banking syndicate and potential co-investment partners
  - Developed restructuring plan to maximize recovery for Baugur creditors following collapse of Icelandic financial system; analyzed implications of collapse on portfolio companies
- 2003-2007 **THE ROYAL BANK OF SCOTLAND – CORPORATE & STRUCTURED FINANCE GROUP** London, UK  
*Leading mid market leveraged finance group*
- Vice President (2006-2007) & Analyst / Associate (2003-2005)**
- Successfully completed in excess of 15 transactions and assessed business plans on a further 50 potential transactions
  - Led internal deal teams that prepared and presented credit submissions to credit committees
  - Negotiated key terms, covenants and commercial legal points with sponsor and management teams
- 

## PERSONAL

- Educated in French until the age of 15. Involved in several microfinance projects in Kenya
- Recreational activities include hockey (playing and coaching), marathon running, golf (handicap of 9 and past captain and treasurer of the South Eastern Junior Golf Society) and snowboarding

# Michael Joyce

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- I have an extensive background in commercial real estate, with experience in equity investing, investment banking, and commercial banking. My experience spans most asset classes and includes asset-level and entity-level experience, and I am proficient in modeling real estate cash flows in Argus and Excel.
- I would like to do acquisitions for a real estate investment firm, preferably a private equity firm. I would prefer to be on the east coast of the US.
- I have all of the skills required to hit the ground running as an associate, and would not need training of any sort.

# MICHAEL R. JOYCE

1110 Byrne Hall • Hanover, NH 03755 • (603) 306-1327 • michael.r.joyce@tuck.dartmouth.edu

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## Education

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** **Hanover, NH**  
**Candidate for Master of Business Administration, June 2011**
- Chair of Real Estate Club; member of Finance and Investment Clubs.
  - Created business plan for \$10 million mixed-use development site in Hanover area.
- 1999 - 2003 **DUKE UNIVERSITY** **Durham, NC**  
**Bachelor of Arts degree in Classical Languages & Civilizations; minor in Economics**
- Studied abroad at the Intercollegiate Center for Classical Studies, Rome, Italy, Fall 2001.
- 

## Experience

- Summer 2010 **ALLIANZ REAL ESTATE GERMANY** **Frankfurt am Main, Germany**  
**Summer Associate, Acquisitions and Asset Management**
- Screened investment opportunities, created Argus and Excel cashflow models, conducted property due diligence and site inspections, drafted investment memoranda, and prepared negotiation strategies for €500m of office and retail deals.
  - Performed in-depth research and analysis on 30+ markets across Europe, ranking their desirability and recommending markets to target for investment.
- 2007 - 2009 **AAREAL BANK AG** **Wiesbaden, Germany**  
*Commercial real estate lender active on three continents*  
**Assistant Vice President, Hotel Finance**
- Originated and negotiated \$160 million financing on two Hilton hotels in the U.S.
  - Restructured CAD\$67 million loan on seven under-performing hotels in Canada.
  - Led teams managing €250 million of financings in seven European countries.
- 2005 - 2007 **BANC OF AMERICA SECURITIES, LLC** **New York, NY**  
**Analyst, Real Estate Investment Banking**
- Completed three M&A advisory deals totaling \$7.8 billion and managed four financings raising \$1.4 billion in office, industrial, mall, multifamily, and hotel sectors.
  - Achieved first-tier rank (top 20%) in performance reviews; recognized as outstanding team member.
  - Created financial models for mergers, buyouts, divestitures, joint ventures, and financing alternatives; drafted offering memoranda in close cooperation with senior management teams; analyzed client financial statements and projections; developed industry comparable analyses; drafted fairness opinions and board presentations.
- 2003 - 2005 **THE HEIGHTS SCHOOL** **Potomac, MD**  
**Latin Teacher**
- Developed and implemented Latin language curricula; established positive relationships with 60+ students, parents, and colleagues to foster a productive learning environment.
  - Created and administered SAT preparation class for sophomores and juniors.
- 

## Personal

- Proficient in Argus.
- Currently preparing for Level II of the CFA exam.
- Own a well-worn passport. Have traveled to 25 countries; favorite destinations include Cairo, Machu Picchu, and Vilnius.
- Enjoy Boston Red Sox, Notre Dame Football, cooking Italian, and personal investing.

# Masanobu Kawai

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- Earned engineering master from the APAC No.1 University and worked for Panasonic as an innovative engineer for three years (Applied 51 patents awarded 14). Worked as a strategy consultant for 6.5 years, focusing mainly on high-tech manufacturing and telecommunication clients.
- Interested in innovative companies challenging new businesses/technologies. Positions that utilize consulting skills will be a good fit; strategic problem solving/marketing/analytical/project management skills. In addition, positions that require my engineering and Japanese speaking skills would be a better fit. (Cross functional in between engineering and business, liaison with Japanese firms)
- I will move to Bay Area the end of May and start looking for a job for two months until end of July.

# Masanobu (Masa) Kawai

37 Sachem Circle • West Lebanon, NH 03784 • (603) 277-0318 • masanobu.kawai@tuck.dartmouth.edu

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## EDUCATION

2009-present	<b>TUCK SCHOOL OF BUSINESS AT DARTMOUTH</b> Candidate for Master of Business Administration degree, June 2011 Technology Club, General Management Club	Hanover, NH
1998-2000	<b>THE UNIVERSITY OF TOKYO, No.1 University in Asia/Pacific (ARWU2010)</b> Master of Engineering, Thesis: "Study on High Efficiency Cogeneration Natural Gas Engine" Cooperated with Tokyo Gas Co., Ltd. to build the world's highest thermal efficiency gas engine	Tokyo, Japan
1994-1998	<b>KYOTO UNIVERSITY, No.2 University in Asia/Pacific (ARWU2010)</b> Bachelor of Engineering, Thesis: "Proposal of a Motor Skill Transfer Method Using Vibration Cue and Teacher's Sight," adopted as a paper by The Virtual Reality Society of Japan	Kyoto, Japan

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## EXPERIENCE

2010	<b>CORNING INCORPORATED, Fortune 391, the world leader in high-tech glass and ceramics</b> <i>MBA Summer Intern</i> <ul style="list-style-type: none"><li>Conducted business opportunity assessment for an emerging 3DTV technology from market, technology and financial perspectives. Collaborated with research scientists and marketing/sales in developing the assessment report. Reported to director of the program. (Received a full-time offer)</li></ul>	Corning, NY
2003-2009	<b>ACCENTURE JAPAN LTD, STRATEGY GROUP, A top three strategy consulting group in Japan</b> <i>Strategy Manager (2008-2009)</i> <ul style="list-style-type: none"><li>Proposed a next-generation car navigation vision for the world's leading car manufacturer. Collaborated with IT consultants, sold and delivered the project successfully.</li><li>Managed a project to assess marketability of an internet protocol for \$100B+ telecom company. Collaborated with R&amp;D researchers in the client's laboratory. Presented to the director of the laboratory.</li></ul> <i>Strategy Consultant (2004-2008)</i> <ul style="list-style-type: none"><li>Developed a consumer loan marketing strategy for a top three Japanese bank. Analyzed customer data and created strategy to drive revenue increase of \$2B. Presented to executive director.</li><li>Built global strategy for a world's leading high-tech. Led research team in the U.S, Africa, India, and China to clarify market dynamics of key internet related product and built strategic scenario plan.</li><li>Defined overseas presence strategy for a world's leading high-tech manufacturer. Identified target business area for mobile infrastructure services. Built strategy through collaboration with global members.</li><li>Created marketing strategy for a mobile telecom company. Analyzed subscriber data, conducted customer interviews, and developed strategy, including \$70M short term profit increase. Presented to CEO.</li><li>Designed vision of next generation network for \$100B+ telecom company. Created the next generation network operation strategy and high level action plan which include \$9B cost reduction within 5 years.</li><li>Advised on a proposed new mobile service for \$100B+ telecom company. Analyzed market potential for the business and examined possible business models. Projected future revenues for the service.</li></ul> <i>Business Analyst (2003-2004)</i> <ul style="list-style-type: none"><li>Proposed strategic global outsourcing plan for a world leading high-tech. Estimated cost reductions in collaboration with international technical experts. Developed presentation material for CEO.</li><li>Wrote mid-range business plan for a top American beverage maker. Interviewed executives and customers. Forecasted future market demand and developed budgeting tool. Developed weekly report for CEO.</li></ul>	Tokyo, Japan
2000-2003	<b>PANASONIC CORPORATION, HOME APPLIANCE RESEARCH INSTITUTE</b> <i>Research Engineer</i> <ul style="list-style-type: none"><li>Examined competitors' technology strategy in organic waste compost market and created a high efficiency hybrid electric compost bin, which was commercialized in 2004.</li></ul>	Osaka, Japan

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## PERSONAL

- Applied for 50 patents for high tech compost bins and a mobile network business (14 patents approved).
- Lean Six Sigma Green Belt (Thayer school of engineering at Dartmouth, 2010)
- Interests include touring on motorcycles, flying helicopters and playing with my new born baby.

# Dwight Keysor

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- I spent the first five years of my career as an equity research analyst at Goldman Sachs before transitioning into real estate development. Over the next four years I worked for two real estate private equity firms (The JBG Companies in Washington, DC and TMG Partners in San Francisco) doing underwriting, asset management and development.
- I am looking for a project manager position with a real estate development firm. Specifically, I enjoy managing projects from acquisition to design, predevelopment, construction and sale. I am focused on New York, Washington, DC and Boston.
- I am focused on aligning myself with a firm with a strong culture and with people who are interested in helping me to learn and develop as a business leader.

# Dwight R. Keysor

192 Elm Street • Norwich, VT 05055 • (917) 710-8014 • dwight.r.keysor@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH
- Candidate for Master of Business Administration degree, June 2011; Tuck Leadership Fellow.
- 1996-2000 **BROWN UNIVERSITY** Providence, RI
- Bachelor of Arts, International Relations; Studied abroad at the University of Sevilla (Fall 1998).
  - Captain of the 2000 Men's Varsity Lacrosse Team. 1999 Alumni Award, for the lacrosse player who, through sportsmanship, performance and influence, contributed most to the sport. 1998 James Tepper Award, for the most improved player on the Men's Varsity Lacrosse Team.
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## EXPERIENCE

- Summer 2010 **TALES MIXED DRINKS** Hanover, NH  
*Founder and CEO*
- Developed a business plan and investment proposal for a premium, pre-mixed, bottled cocktail company, which included an in-depth market analysis and strategy, an operational overview and a financial summary.
- 2007-2009 **TMG PARTNERS** San Francisco, CA  
A private, mixed-use, real estate investment and development company  
*Associate*
- Managed a portfolio of residential and commercial properties valued over \$1.5 billion; worked closely with partners in the evaluation, underwriting and execution of real estate investments within multiple property sectors.
- 2005-2007 **THE JBG COMPANIES** Washington, DC  
A private, mixed-use, real estate investment and development company  
*Lead project manager for a 185,000 square foot, 160 unit condominium project called "The Artisan"*
- Delivered building on time and within budget under market pressure and strict requirements of the DC Historic Preservation Board.
  - Sold and settled 95% of the units with sales consultant, which equated to \$60 million in recognized revenue.
  - Negotiated a \$2.4 million sale of commercial space to a Thai and Sushi restaurant called Asia Nine.
  - Served as President of the Condominium Association until unit owners assumed control.
  - Managed the execution of an easement agreement with McDonald's for the transfer of property and build out of a new restaurant.
  - Recorded the Condominium Declaration and Bylaws with the District of Columbia.
- Associate project manager for a 255,000 square foot expansionary office project, designed by Lord Richard Rogers*
- Assisted in the execution of a lease with the existing tenant for 60% of new office space.
  - Authored the finance package and assisted in the acquisition of a \$225 million construction loan.
  - Assisted in the presentation of the project to the U.S. Commission of Fine Arts and the District of Columbia Preservation League.
  - Coordinated with a marketing consultant to create a strategy for the leasing of vacant office space.
- 2000-2005 **GOLDMAN SACHS & COMPANY** New York, NY  
*Associate, Global Investment Research (2003-2005)*
- Primary Associate for a senior analyst ranked #1 in *Institutional Investor* magazine covering domestic and international multi-industry companies such as Tyco International, 3M Company and Textron.
  - Assisted in the analysis and compilation of a \$3.6 billion finance package for Xerox Corp (XRJ; Jun 03).
  - Participated in the Goldman Sachs Pine Street Leadership Program, formed to develop high potential leaders within the firm.
  - Trained and mentored incoming financial analysts; taught classes on financial modeling, client interaction and earnings season preparation.
  - Interacted frequently with senior management of covered companies, institutional investors and the Goldman Sachs sales force.
- Analyst, Global Investment Research (2000-2002)*
- Primary analyst for a team ranked #1 in *Institutional Investor* magazine covering domestic E&P companies such as Anadarko and Murphy.
  - Recipient of the 2002 GIR Americas Citizenship and Diversity Award for outstanding contribution to training and diversity efforts.
  - Provided analysis for two secondary equity offerings: Mitchell Energy (MND; Mar 01) and Pogo Producing (PPP; Oct 01).
  - Published numerous research notes and company and industry reports for investing clients.
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## CERTIFICATIONS AND SKILLS

- LEED (Leadership in Energy and Environmental Design) Accredited Professional: Commercial Interiors; Six Sigma Greenbelt; NASD (National Association of Securities Dealers) Series 7 and Series 63 certified.
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## COMMUNITY WORK AND PERSONAL

- KEEN San Francisco Board President (08-09), Project AVARY Board Member (07-09), Big Brothers Big Sisters of America (02-05).
- Camp Pasquaney, skiing and sailing, cooking and travel.

# Alfredo Llorens

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- Prior to Tuck, I worked at the M&A division of a boutique investment bank in Argentina for two year, and as a strategy consultant for both the private and the public sector. I spent my summer with the corporate strategy division of Banc Santander at their headquarters in Madrid, helping them with their three-year strategy plan and with the acquisition of two banks in Poland and Germany.
- I'm mostly interested in management & strategy consulting (both at consulting firms and at corporations), business development, and M&A strategy. I am also interested in Finance, health, industrial, agro, biotech sectors. I'm also open to general management roles (e.g. prod mgmt.), especially in the tech sector.
- I'm flexible in terms of geography (US and LatAm are separate, attractive value propositions for different reasons)
- I'm in the process of obtaining my OPT (Optional Practical Training) permit, which will allow me to legally work in the United States until July 2012. After that, I will require sponsorship.

# ALFREDO I. LLORENS

1112 Byrne Hall • Hanover, New Hampshire 03755 • 603-667-0970 • alfredo.i.llorens@tuck.dartmouth.edu

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration, June 2011  
Consulting, International, and Rugby clubs. Elected co-chair of the Latin American Club  
The Carlos Rodriguez-Pastor T'88 Scholarship – The Lt. Walter A. Jacobs Memorial Scholarship  
GMAT: 770 (99<sup>th</sup> percentile)
- 2003 - 2006 **UNIVERSIDAD TORCUATO DI TELLA** Buenos Aires, Argentina  
Postgraduate degree, Economics
- 1998 - 2002 **UNIVERSIDAD CATOLICA ARGENTINA** Buenos Aires, Argentina  
BS Economics
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## EXPERIENCE

- 2010 **GRUPO SANTANDER** Madrid, Spain  
*Summer Intern – Corporate Strategy Division*
  - Assisted in the analysis and due diligence of a major Swedish banking group's German retail business unit. Participated in negotiations leading to a €555 million carve-out.
  - Presented an analysis of the Polish banking sector prior to management's discussions concerning the €2.9 billion acquisition of a major player in that market.
  - Conducted a series of interviews with different divisions as part of the bank's annual review of its organic growth strategy.
- 2007 - 2009 **PREFINEX S.A.** Buenos Aires, Argentina  
Leading boutique investment bank in Argentina.  
*Senior Analyst - Mergers and Acquisitions team*
  - Performed analysis for chemicals supplier in local winemaking industry during association with major US private equity fund for the acquisition of largest competitor which resulted in the identification of synergies worth \$4M.
  - Managed all aspects of due diligence process in Prefinex's largest transaction ever (\$200M).
  - Developed financial model to support a \$10M loan from international organization for one of Mercosur's largest forged steel auto parts producer with purpose of carrying out major investment program.
  - Analyzed and presented senior executives with transaction opportunities across wide variety of industries (farming equipment, metals, confectionery, pet food and plastic products) and countries (Argentina, Brazil, Uruguay, Colombia, Venezuela, Mexico, Spain, UK).
  - Led team of analysts in merger of two Argentine auto parts producers with a large Brazilian industrial group.
- 2006 - 2007 **MINISTRY OF SCIENCE & TECHNOLOGY** Buenos Aires, Argentina  
*Consultant - Office of International Affairs*
  - Led project team funded by the European Union to expand scientific research cooperation activities with Argentina and evaluate funding opportunities.
  - Designed online helpdesk and mailing system which streamlined operations and significantly increased website visits. Organized conferences and roadshows across the country to raise awareness of cooperation opportunities.
  - Assisted National Contact Point in enhancing coordination with Chilean, Mexican, and Brazilian counterparts, and created Thematic Contact Points for each of the project's research areas.
  - Engaged with other National Contact Points in design of common work agendas during multilateral meetings.
- 2003 - 2005 **MARIANO FILIPPINI & ASOCIADOS** Buenos Aires, Argentina  
New strategy consultancy started by a former McKinsey engagement manager  
*Junior Analyst*
  - Developed turnaround strategy for an independent Argentine oil & gas producer with domestic as well as foreign operations in Ecuador and Venezuela.
  - Assisted in valuation of Argentine rolling mill for Brazilian integrated steelmaker.
  - Conducted market research, prepared presentations and created financial models.
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## PERSONAL

- Fluent in English, Spanish and Portuguese, with some knowledge of Dutch and German. Currently working on improving language skills at business school.
- Enjoy skiing, swimming, working out, and studying and practicing the art of making sushi.

# Kathryn Malinick

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- I have extensive experience in global market research and consumer insights project management spanning a wide variety of product categories and retail formats.
- I am currently seeking marketing and retail opportunities in the Bay Area.

# KATHRYN A. MALINICK

1113 Byrne Hall • Hanover, NH 03755 • Cell: (917) 658-8663 • kathryn.malinick@tuck.dartmouth.edu

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## Education

- 2009-Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** **Hanover, NH**  
*Candidate for Master of Business Administration, June 2011*
- Marketing Fellow, Mentor, Teaching Assistant; Marketing & Retail Clubs; Run for the Kids (Co-Chair)
  - Winter '11 Independent Study project on mobile technology trends in generating store traffic
  - Student Consulting Volunteer, providing pricing analysis for Harpoon Brewery
- 1999-2003 **DARTMOUTH COLLEGE** **Hanover, NH**  
*Bachelor of Arts cum laude in Psychology with a Minor in French*
- 

## Experience

- Summer 2010 **TARGET CORPORATION** **Minneapolis, MN**  
*Merchandise Buyer Intern: Portable Electronics*
- Developed flexible merchandising strategy for spring rollout of multifunctional device assortment, including tablets, e-readers, netbooks. Executed project via cross-functional work with Marketing, Merchandise Presentation, Guest Insights, Store Operations, Assets Protection, and target.com.
  - Leveraged NPD, Nielsen, and CRM data and vendor partnerships to assess tablet market opportunity. Built adaptable electronics adjacency and fixturing solutions for prototype and existing store formats. Performed space productivity analyses to derive square footage recommendations.
  - Collaborated with portable electronics and other buying teams, contributing to forecasting, ad planning, and product development activities related to iPad and Amazon Kindle.
- 2005-2009 **ENVIROSELL INCORPORATED** **New York, NY**  
*Senior Project Manager (2007-2009)*  
*Founded by Paco Underhill, author of Why We Buy: The Science of Shopping, Envirosell provides in-store market research and consulting services to Fortune Global 500 CPG and retail clients.*
- Conducted pre- and post-Olympics Beijing flagship store evaluation on behalf of Adidas. Designed and coordinated execution of observational, attitudinal, and video methodologies to quantify capture power and customer perceptions of high-tech store interactives. Synthesized and presented key footwear shelf design, shopper flow, and adjacency conclusions for use in global rollouts.
  - Headed research on cross-category convenience store shopping habits for Wrigley. Analyzed survey cross-tabulations and observational results to identify short- and long-term strategies resulting in maximized visibility and heightened sales of confection aisles and check-out displays.
  - Evaluated traffic patterns, mindsets, and buying behaviors in Dublin Airport and London's Euston Station for SSP, a leading global food services provider. Combined quantitative and qualitative data to establish hierarchy of passenger priorities across various travel environments, coordinating fieldwork team of 30. Informed current and future food concourse designs (Marks & Spencer, Burger King).
  - Designed and managed total of 28 projects across numerous international and domestic CPG categories, retailers, and service providers. Some additional clients included: Affinity Credit Union, American Greetings, Busch Gardens, Chick-fil-A, Cole Haan, Cracker Barrel, Energizer Schick, Exxon Mobil, Jim Beam, Kiehl's, REI, Saks Fifth Avenue, Scott's, Starwood Hotels, TJMaxx, Trader Joe's, Unilever Beauty (US and Canada).
- Project Manager (2005-2007)*
- Developed computer peripheral path-to-purchase decision trees for Microsoft via shop-alongs with keyboard, mouse, and webcam shoppers across US and French markets (Best Buy, Staples, Carrefour, Fnac). Insights led to superior brand shelf presence, improved product testing spaces, and shopper-friendly package design.
  - Led HDTV and DVD category analyses across control/test Walmart stores during busy holiday season on behalf of 20<sup>th</sup> Century Fox. Designed in-aisle flash surveys and analyzed ensuing data. Formulated strategies for enhancing visibility of DVD aisles, displays, kiosks, and category signage.
- 2003-2005 **ORION CONSULTANTS** **New York, NY**  
*Associate*  
*Orion provides relationship management consulting to Wall Street firms on institutional client service.*
- Conducted in-depth interviews to generate robust investor feedback on B2B service expectations. Analyzed findings to develop strategic sales, trading, underwriting, and research recommendations. Benchmarked sell-side efforts across key hedge fund, mutual fund, investment advisor, and insurance company customers.
  - Co-managed domestic and global client relationships with Goldman Sachs, JPMorgan, and Lehman. Partnered on international business development initiatives.
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## Personal

- Hobbies: skiing, surfing, shopping, healthy cooking, exploring farmers' markets, international travel.
- Avid marathon runner; competed in 2008 New York City Marathon and 2009 Boston Marathon.

# Benoit Martin

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- Undergraduate coursework in math and physics, hold 2 masters in engineering (one from MIT) and worked for 7 years in strategic sourcing consulting.
- Looking for a junior structure/strategist position working with FX/IR structured products, preferably in a bank in one of the large financial centers (I am not tied to a specific location and would be willing to relocate to Asia, Europe or anywhere in the Americas).
- Solid programming skills, fluent in English, French and Spanish, conversational in German. Pursuing the FRM certification in addition to completing my MBA

# BENOIT MARTIN

1113 Byrne Hall • Hanover, NH 03755 • Cell: (617) 388-1223 • benoit.r.martin@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
*Candidate for the Master of Business Administration degree, June 2011*
- Teaching Assistant in Statistics, Capital Markets and Decision Science
  - FRM: completed part 1 (November 2010), preparing part 2 (May 2011)
  - Europe Club (co-founder), Finance Club, Ice Hockey, Rugby
- 2000-2001 **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** Cambridge, MA  
*Master of Science in Civil Engineering*
- GPA: 4.8/5.0
  - NASA Student Competition (finalist)
- 1995-2001 **LYCEE LOUIS-LE-GRAND / ECOLE SPECIALE DES TRAVAUX PUBLICS** Paris, France  
*Diplome d'Ingenieur (Master Degree) in Civil Engineering*
- Advanced coursework in mathematics and physics
- 

## EXPERIENCE

- 2010 **NATIXIS, FICC Structuring Summer Associate** Singapore, Singapore
- Developed and enhanced eight foreign exchange (FX) structured product pricers with dynamic indicative term sheet creation, reducing sales team request response time
  - Created mathematical formulae to price products based on margin inputs
  - Analyzed and dynamically modeled multi-national's FX risk exposure, evaluated its balance sheet translation risk and identified low-cost hedging strategies
  - Designed and priced FX structured products for high-yield private and institutional clients
- 2009 **ILLINOIS FACILITIES FUND, Consultant** Chicago, IL
- Created IFF's five- and ten-year financial forecast model
- 2005-2009 **CGI GROUP INC., Consultant** Boston, MA & Chicago, IL
- Analyzed governments' and firms' financials to assess expenditures and financial stability
  - Completed telecom and travel contract negotiations, resulting in \$2M+ (~13%) savings to CGI
  - Spearheaded and finalized legal and policy change initiatives, achieving \$3M+ (~15%) recurring annual savings on city government expenditures
  - Wrote the spend management group's Excel-based modeling teaching material; trained 100+ CGI procurement professionals to enhance analytical level of services delivered to clients
  - Launched and led the group's knowledge capture initiative, establishing a web-based solution for the storage and retrieval of project material
- 2002-2005 **SILVER OAK PARTNERS, Associate (2004-2005)** Boston, MA
- Audited and benchmarked historical spending; forecasted long-term demand and service level requirements; implemented competitive solicitations and executed contracts for three state governments, achieving \$10M+ (~20%) recurring annual savings on statewide expenditures
  - Developed contract savings, compliance and price audit systems for two state governments, identifying and tracking \$24M+ savings
  - Delivered Excel-based modeling training seminars to client audiences, increasing number of state procurement professionals using Excel for proposal evaluation by 50%
- Analyst (2002-2004)*
- Orchestrated competitive bidding events for two state governments, achieving \$2M+ (~13%) recurring annual savings on statewide expenditures
  - Developed bid evaluation and cost savings calculation models, simplifying firm's analysis process
- 

## PERSONAL

- International and linguistic knowledge: French (native); English (fluent); Spanish (fluent); German (conversational); lived and was educated in 11 different countries
- Hobbies and interest include brain teasers, cooking and programming (VBA, C++, PHP)

# Christina McCalla

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- I specialize in brand management, channel marketing and new product development for the consumer packaged goods industry.
- Experience includes P&L responsibility, leading cross functional teams, brand strategy, developing brand positioning, leading business/customer analysis, identifying consumer insights and translating them into business opportunities. I have experience in destination & cause marketing.
- I am focused on the San Francisco Bay area and would prefer to stay in a consumer facing marketing role. I hope to build off of my CPG experience and am open to various industries with a preference for CPG, education, retail, ecommerce, marketing consulting or social enterprise. A mission driven organization or one that takes corporate responsibility to heart is ideal. Small to mid-size preferred.
- I am a self-starter and thrive in organization that is collaborative and open to ideas. I would be open to internships where I can build specific skills in digital marketing or ecommerce.

# CHRISTINA A. MCCALLA

1113 Byrne Hall · Hanover, NH 03755 · 617-970-2289 · christina.a.mccalla@tuck.dartmouth.edu

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## EDUCATION

2009 – Present

### TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Hanover, NH

Candidate for Master of Business Administration, June 2011

- Tuck Sustains Co-Chair: Managed teams implementing community, environment and wellbeing projects
- Tuck First Year Project: Developed marketing and CSR strategy for a franchise restaurant business plan
- Business Strategy for Sustainability course: Investigated how companies communicate CSR in social media

2002 – 2006

### HARVARD UNIVERSITY

Cambridge, MA

A.B. in Economics, German Language Citation, Dean's List all semesters

- Membership Chair, Women in Business, led recruitment growth 33% to +300 members
  - German Work Abroad Program, BMW Munich, Material Planning and Procurement, Summer 2004
- 

## EXPERIENCE

Summer 2010

### EDUCATION PIONEERS FELLOW

Boston, MA

Selected from top 12% of 2500 graduate school applicants across the United States

- Brand consulting project with Jumpstart For Young Children, a national early education nonprofit
- Developed a brand architecture, brand metrics scorecard and brand onboarding training to align marketing with development goals; identified communication priorities to help unlock growth with individual donors
- Conducted employee interviews, competitive interviews, a competitive marketing assessment and three national surveys with ~1400 respondents to inform language and Jumpstart's brand positioning

2006 - 2009

### GENERAL MILLS

Golden Valley, MN

#### Marketing Associate - New Cereal Product Innovation (2008-2009)

Led new product strategy, commercialization and pipeline development for eight adult targeted cereal brands

- Led twenty-person cross-functional team to develop and launch three new products with combined expected year one net sales of +\$40 million; expanded margins 5% YOY hurdle
- Established five-year pipeline by identifying and implementing innovation best practices for pipeline development including opportunity identification and product-concept prototyping with consumers
- Analyzed cereal category new product performance to identify key metrics for successful launches; metrics adopted as internal hurdles to analyze launches and optimize marketing spending
- Increased idea generation and internal communication by organizing workshops targeting cross-functional team members; resulted in an online forum for ideas and resources

#### Marketing Associate - Chex Cereal (2007)

Led turnaround of an iconic brand by redefining strategy as gluten free, delivering 15% YOY dollar volume

- Initiated gluten free research and gained alignment to revise brand strategy by educating stakeholders on the gluten free opportunity, a market doubling in three years to \$2.1 billion by 2010
- Launched Rice Chex as the first gluten free cereal in mainstream grocery; certified plant gluten free
- Won division's Innovation Award for leading gluten free identification, implementation and results; awarded to one person or team annually

#### Marketing Associate - K-12 Foodservice Channel (2006-2007)

Defined new channel go-to-market strategy, driving cereal case volume growth 3.5% YOY

- Identified market opportunity to focus channel growth on breakfast expansion, adopted for long range plans
  - Analyzed customers with the highest breakfast growth potential and prioritized targeting for sales strategy
  - Created communication strategy using customer insights for sales to execute breakfast focus
  - Organized tradeshow presence for state and national events working with field sales and creative agencies
- 

## COMMUNITY LEADERSHIP

- General Mills Foundation (2009) , Founding Co-Chair of Foundation Ambassadors Program
  - Conceptualized and launched employee engagement program to align and increase employee volunteerism with Foundation grant recipients
- Taste of the Nation Minneapolis, local subcommittee of Share our Strength (2007-2009)
  - 2009 Co-Chair of 20-person volunteer committee; led planning and execution for charity gala grossing +\$20,000; increased proceeds 33% YOY to support domestic hunger relief
  - 2008 Hunger Message Chair; led cause marketing strategy and served as liaison to local grant recipients; increased proceeds 7% YOY with promotions tied to messaging
- Youth Mentor, Kinship of Greater Minneapolis (2007- 2009)

# Elizabeth Nesbitt

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- My background is in international public health, investment finance, and consulting. I'm pursuing two parallel career searches: one looking at opportunities in investment management and the other looking at cross functional roles in smaller companies. I like quantitative analysis and using numbers to tell a story, and I'm also interested in strategy and management.
- I'm interested in staying in the northeast, either Boston or northern New England (including the Upper Valley).
- I'm open to a lot of different positions and interested in finding a good fit.

# Elizabeth (Betsy) W. Nesbitt

1114 Byrne Hall • Hanover, NH 03755 • 508-612-0390 • elizabeth.nesbitt@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration, June 2011
- Global Consultancy team leader for high-tech client, consulted on European surface transportation industry
  - Allwin Initiative for Business & Society, Finance Club, Miriam's Kitchen, Dartmouth Outing Club
- 2000-2004 **DARTMOUTH COLLEGE** Hanover, NH  
Bachelor of Arts in Environmental Studies, June 2004
- Study abroad in Nairobi, Kenya (Spring 2003)
- 

## EXPERIENCE

- Summer 2010 **OVERSEAS PRIVATE INVESTMENT CORPORATION, AN AGENCY OF THE U.S. GOVERNMENT** Washington, DC  
*Investment Funds – Capital Markets Intern*
- Worked with private equity borrowers and investment banks to raise debt and optimize loan portfolios
    - Borrower secured favorable funding terms with projected savings of \$1M + over life of the loans
  - Modeled effects of asset sale and future interest rates on outstanding loan, explained analysis to client
    - OPIC purchased debt from public market to save client \$0.4M in interest expenses
  - Analyzed historic interest rates and created exhibit of relative savings for international banking client
    - Educated client and colleagues about financing options and savings
- 2007-2009 **CAMBRIDGE ASSOCIATES, LLC.** Boston, MA  
*Senior Consulting Associate (2008-2009)*
- Created and presented asset allocations and spending policies for \$600M+ private client
    - Recommended investment plan implemented, significantly decreasing portfolio volatility
  - Modeled market scenarios and asset allocations for \$400M+ collateral program
    - Mitigated short term margin call risk and increased loanable value of collateralized assets
  - Assumed significant leadership of relationship with \$150M university client
    - Client retained firm services despite budget cuts
  - Analyzed financial statements and historic investments of leading venture capital firm and created performance attribution exhibits included in client-ready due diligence paper
  - Ran in-house private equity exposure models and advised peers on private market portfolios
- Consulting Associate (2007-2008)*
- Ran models/databases to analyze stock and bond portfolios across all asset classes
  - Prepared exhibit materials on capital market valuations and performance
  - Analyzed single stock portfolio risk and presented findings to \$1B+ foundation
  - Trained entry level associate
- 2004-2007 **JOHN SNOW, INC.** Boston, MA  
*Finance & Administration Manager (2006-2007)*
- Re-designed \$15M multi-currency USAID budget tracking and sub-granting databases
    - Remedied cash flow and reporting problems for HIV/AIDS project in Central Asian Republics
  - Six weeks posted in Kazakhstan field office to implement new systems and to train colleagues
    - Project awarded \$5M supplementary World Bank funding
- Project Coordinator (2004-2006)*
- Tracked budget for \$25M USAID maternal/child health project, posted in Nepal for three weeks
    - Project success resulted in \$5M supplemental USAID funding
  - Organized inaugural finance meeting in Uganda, presented to 40 attendees, including company controller
  - Managed closure of \$8M World Bank/Packard Foundation project, posted in Madagascar for two weeks
- 

## PERSONAL

- Advisory Board member, The Mountain School of Milton Academy
- Brookline Community Mental Health Center 2010 Boston Marathon team member
- Traveler (Africa and Asia), hiker, cyclist, skier, runner (completed one marathon and eight half marathons)
- French (conversational), Swahili (familiarity)

# Ashley Pickard

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- Prior to Tuck, I worked in consumer research, client management, and brand planning at a major advertising agency. During my summer internship, I wrote a five-year business plan for a government agency division.
- While at Tuck, I have started a new entrepreneurial venture that has received initial interest from potential investors.
- I am focusing on consulting and internal strategy positions that have creative and/or entrepreneurial aspects to them. On a general level, I am interested in marketing and operations; more specifically, I am interested in innovation and design.
- I am currently focused on the East Coast but would be willing to look into positions on the West Coast.

# ASHLEY L. PICKARD

1116 Byrne Hall • Hanover, NH 03755 • (202) 669-4696 • ashley.pickard@tuck.dartmouth.edu

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
*Candidate for Master of Business Administration, June 2011*
- Tuck Student Consulting Services Co-Chair
  - First year consulting project for Island Creek Oysters Foundation:  
Developed success metrics for non-profit shellfish farming operation in Zanzibar, Tanzania
  - Entrepreneurship project for Lift Energy:  
Created preliminary business model and pitched to potential early stage investors
- 2002 - 2006 **DUKE UNIVERSITY** Durham, NC  
*BA, Political Science, Magna Cum Laude*

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## EXPERIENCE

- 2010 Summer **NATIONAL PARK SERVICE** Valley Forge National Historical Park, PA  
*Business Plan Consultant*
- Developed five-year park business plan: interviewed staff, facilitated focus groups, and conducted budget analysis to identify standards of operation, efficiencies, and priorities for each park division
  - Pioneered Valley Forge's first trails management plan:
    - Conducted park visitor interviews and online survey (n=200) to shape trails user profile and mindset, highlighted demographic and psychographic shifts from the traditional visitor base
    - Applied comparable park case studies to identify best practices and new trails technology
    - Identified trails programs and geographic locations with highest visitor interest/emotional capital to target communications for visitor donations, a key revenue source for the park
  - Performed cost benefit analysis and projected maintenance cost-sharing implications of leasing park's historical buildings, identifying a potential source of cost-savings for the park
  - Partnered with internal staff 'Green Team' to review 2010 energy audit and develop plan for implementing cost effective, green management practices in the park
- 2007 - 2009 **ARNOLD WORLDWIDE** Boston, MA  
*Full service advertising agency; Client: Progressive Insurance Co.*  
*Account Manager (2008-2009)*
- Led cross-functional project teams (creative, client, and production) through the launch of new "Superstore" marketing campaign; Resulted in 3% Y/Y increase in client's brand awareness
  - Identified consumer mindset and target audience through ethnographic studies, focus groups, and surveys; drafted deliverable that ultimately informed strategy behind "Superstore" campaign
  - Improved client retention through partnership with day-to-day client counterpart, evidenced by a 200% increase in positive client satisfaction surveys
  - Partnered with internal digital analytics team to test and optimize client's 2009 online strategy; Doubled client's online display CTR and increased online lead generation by 8%
  - Led 3-person team in management of talent residual budgets (totaling over \$1M/year)
- Assistant Account Manager (2007)*
- Consistently delivered on project timelines, budgets and client creative needs for digital, print, and broadcast campaigns; managed the most projects relative to my peers
  - Conducted qualitative and quantitative target segment research; generated client investment in new creative projects based on insights garnered
- 2005 Summer **VOGL COMMUNICATIONS, INC.** Washington, DC  
*Public relations firm servicing government and non-profit institutions, 5 employees*  
*Summer Intern*
- Re-vamped firm's website design and content, increasing ease of navigation and relevancy of site
  - Established new contacts at national and international media publications, resulting in increased media attendance at client press conferences and improved media relations for the firm

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## PERSONAL

- **American Assoc. of Advertising Agencies, Narragansett Beer Co. Pitch Competition (2008):** Selected by senior management to represent Arnold; Pitched new strategy and creative to client
- **Big Sister Association of Greater Boston (2008-2009):** Big Sister in city public school; Member of the 2008 Planning Board for the Association's summer fundraising event
- Enjoy skiing, kayaking, cooking organic and reading—especially Dave Eggers, David Sedaris, David Brooks, and Jane Austin

# Marcelo Podesta

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- I have a passion for the consumer goods industry, both in startup environments and in US headquartered multinationals. I have managed P&Ls of different categories with up to 14 people reporting to me. Additionally, I have stepped up to a role of an internal strategic and commercial consultant, providing advice to country managers in China, India, Taiwan, Brazil & Argentina.
- My family and I are established in Boston, so for the short term I am prioritizing opportunities in the Boston area.
- My passion is consumer goods and services. I have excelled in understanding customer needs and in aligning resources such as vendors, internal processes and teams to establish long term business relationships with customers.
- I have lived, worked & studied in multiple locations during my life: US, Europe, Australia, and South America. This has granted me with a very high degree of adaptability to diverse cultures and a distinct awareness to different customer behaviors. I am a very creative person with innovative solutions which I pair with excellent team work, quant rigor and an ability to interact with high level mgmt.

# MARCELO R. PODESTA

34 Sachem Circle • West Lebanon, NH 03784 • 508-397-2872 • Marcelo.R.Podesta@tuck.dartmouth.edu

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for MBA, June 2011
- 2000 – 2005 **UNIVERSIDAD DE SAN ANDRES** Buenos Aires, Argentina  
Licentiate in Business Administration, July 2005  
2003 Exchange Program in University of Southern Queensland Brisbane, Australia
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## EXPERIENCE

- Summer 2010 **ROCKWOOD HOLDINGS** Greenwich, CT  
\$500M private investment firm that provides non-destructive testing (NDT), materials evaluation, and related engineering services to industrial companies worldwide.  
**Business Development Director**
  - Identified \$75M in additional revenue opportunities
  - Developed and managed formal BD process implementation and selling strategy.
  - Spearheaded outbound lead generation initiative targeted at EPC (Engineering, Procurement, & Construction) and mechanical contractors; conducted 10+ VOC (voice of the customer) interviews with major Power Generation clients, identified over 400 new accounts, and procured 3rd party resources to accelerate program.
- 2005 - 2009 **STAPLES INC** Boston, MA  
**External Consultant for Staples Headquarters (2009)**
  - Worked with country CEOs & Merch Managers to redefine commercial and vendor strategy for High Growth Markets (Argentina, Brazil, China, India & Taiwan). Results: \$13M in obtainable opportunities, of which \$1M was obtained in real time as annual profits.
  - Simultaneously worked with and coordinated efforts of five teams across the globe.**Senior Divisional Merchandising Manager (2008)** Buenos Aires, Argentina
  - Defined pricing, product mix, stock & vendor strategy for the two core divisions: Paper and Stationery (65% of the business).
  - Led three member team. Results: 1) Stationery Division (35% of the business): increased Gross Margin by 10% (vs. budgeted growth of 5%) and increased Sales by 40% (vs. budgeted growth of 30%). 2) Paper Division (30% of the business): increased Gross Margin by 6.5% (vs. budgeted growth of 2%) and increased sales by 46% (vs. budgeted growth of 30%).
  - Managed fourteen member Argentina Merchandising Department for four months.**Staples Project Manager (2007)** Boston, MA
  - Created Standard Operating Procedure (SOP) for exporting Staples Products from US & Asia to Argentina. Successfully secured buy-ins of 5 HQ departments and 50 associates. SOP was later implemented in Argentina & Brazil.**Staples Brand Manager Latin America (2006 – 2007)** Argentina & Brazil
  - Launched Staples Brand in Argentina achieving company-wide record US\$ sales penetration rates (14%) in the first 10 months of sales. GP growth of 500bps.
  - Introduced 300+ existing Staples brand products from Asia, US & Europe to the Argentinean market, and developed more than 700 products with local vendors.
  - Defined strategy of Staples Brand in Brazil, resulting in record breaking sales: within five months, Staples Brand sales reached 10% of total country sales.
  - Speaker at Boston HQ conference, to share best-practices of the launch with High Growth Market Brand leaders.**Staples Category Manager (2005)** Buenos Aires, Argentina
  - Redefined Ink and Toner category sourcing and started importing HP consumables from the US, reducing purchase costs by 2.5%
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## PERSONAL

- High intensity sport and outdoor life: tennis, ski & snowboard, hiking & fly-fishing.
- 2000-2007: captain and organizer of local soccer league team.
- 1997-1998: rugby captain for St. Andrew's Scots school.
- Extensive travels throughout Latin America, US, Europe, Australia, apart from living my childhood in the US and Spain.
- Argentinean & French Passport and US work authorization

# Bharat Satghare

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- Before Tuck, I was at an investment research firm in India where I worked on equity research and industry analysis projects across sectors including financials, power and energy. My summer internship was in the financial planning group of a biotech firm in Maryland. My background has given me a strong understanding of strategy analysis, financial modeling and industry research.
- I am interested in fundamental sectors such as financials, energy, power, infrastructure and heavy industrials due to the long term planning horizon required in these industries and their connection to macro drivers. I am focusing on roles within strategy, corporate development and project finance teams due to their emphasis on strategy analysis, financial modeling and corporate development.
- My work prior to Tuck was at a boutique research firm where initiative and learning was valued and required. Working across sectors and geographies has given me experience in quickly understanding the fundamentals of an industry or company. My pre-Tuck and summer internship experience also involved significant interaction with clients and senior management.

# Bharat A. Satghare

1119 Byrne Hall • Hanover, NH 03755 • (718) 864-2760 • bharat.satghare@tuck.dartmouth.edu

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
Candidate for Master of Business Administration, June 2011  
Leadership Fellow, Center for Private Equity Fellow, Investment Club  
Research Project: Cross-country asset allocation model for frontier and emerging market equities
- 2001-2005 **UNIVERSITY OF VIRGINIA – MCINTIRE SCHOOL OF COMMERCE** Charlottesville, VA  
Bachelor of Science in Commerce (Concentration in Finance), minor in French  
Raven Society, Dean's List – 7 of 8 semesters, Intermediate Honors, Phi Eta Sigma  
Study abroad – Columbia University program in France, Summer 2003 Paris, France  
Activities: Virginia Ambassadors, International Student Host Program, La Maison Française
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## EXPERIENCE

- Summer 2010 **HUMAN GENOME SCIENCES (NASDAQ: HGSI)** Rockville, MD  
*Biotech firm involved in researching and commercializing treatments for numerous conditions*  
**MBA Finance Intern, Financial Planning and Analysis Group**
- Developed scenario analysis and financial forecasting model covering company's long term strategic plan and entire product portfolio. Model used by CFO for strategic planning and product portfolio discussions with board of directors, senior management team and external advisors
  - Defined and analyzed financial impact of changing vial fill-and-finish process for company's primary product on each point of production and supply chain
- 2006-2009 **ARANCA PVT. LTD.** Mumbai, India  
*Provider of investment & business research and valuation services to Indian and international clients*  
**Senior Research Analyst (2008-2009)**
- Prepared valuation presentation and information memorandum for a private Indian power project development company to use in fundraising activities
  - Developed valuation model and wrote equity research note for refining and downstream operations of an European diversified energy services provider
  - Led four person team working on macroeconomic and sector focused investment presentations focusing on Middle Eastern economies; industries included infrastructure, real estate, and financials
  - Prepared proposals and work samples used by senior management for business development initiatives
  - Recognized as employee best representing company's values such as client service, analytical depth and teamwork at 2008 annual meeting
- Research Analyst (2006-2008)**
- Served as the lead research analyst and primary client contact for a boutique European investment bank; prepared equity research and IPO notes on small cap European companies in industries such as wind energy, real estate, and airline services
  - Performed research on a mobile phone component manufacturer's financials and strategy during a visit to China with a client team; prepared research note and valuation model for use during the IPO
- Research Associate (2006)**
- Valued early stage private companies in technology and IT sectors for tax compliance purposes; prepared allocation models to allocate value across complex capital structures
- Summer 2004 **DSP MERRILL LYNCH LTD.** Mumbai, India  
*Indian operations of Merrill Lynch*  
**Summer Intern, Indirect Sales group focusing on retail investors**
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## PERSONAL

- Enjoy reading history, global politics, mythology, and current affairs
- Avid cyclist and yoga enthusiast
- Fluent in Marathi and Hindi, and conversant in French

# Kapil Sharma

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- Prior to Tuck, I worked on global IT consulting projects at Amdocs, where I analyzed complex technology related business problems faced by Fortune 500 companies. During summer internship, I advised senior management of a private investment holding firm including CEO's of operating companies on strategic business development projects.
- I am interested in exploring career opportunities in the product management, business development and strategy roles in an innovative company.
- I have extensive experiences of working on international client facing consulting projects. I am also well versed in using variety of databases including Oracle and analyzing complex data related problems.

# KAPIL SHARMA

1119 Byrne Hall • Hanover, New Hampshire 03755 • 617-838-9433 • kapil.sharma@yahoo.com

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## EDUCATION

- 2009 - Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** **Hanover, NH**  
*Candidate for Master of Business Administration, June 2011; GMAT 760*
- Member of Consulting, Technology, Finance and International clubs
  - Teaching assistant for Capital Markets, Tuck Ambassador for India
- 1999 - 2003 **NATIONAL INSTITUTE OF TECHNOLOGY** **Durgapur, India**  
*Bachelor of Engineering in Computer Science with Honors*
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## EXPERIENCE

- Nov-Dec'10 **HARRIS CORPORATION** **London, UK**  
*International communication and Information Technology Company with annual revenues of \$5B*  
**Business Consultant – Tuck Global Consulting**
- Performed business analysis of new market growth opportunities in Europe; analyzed various forms of business contracts, identified potential business initiatives and made actionable market entry recommendation to the Chief Growth Strategy Officer
- Summer 2010 **ROCKWOOD HOLDINGS** **Greenwich, CT**  
*Private investment holding firm growing through acquisitions and marketing driven global expansion*  
**MBA Summer Intern, Strategy & Business Development**
- Applied customer, senior management and R&D team interviews to define keys to success in the inspection technology products and reorganized product innovation and marketing strategy
  - Crafted value chain and competitive market landscape, performed capability analysis and identified potential business partners and acquisition targets for portfolio companies
  - Created customized financial model to price and submit bid proposal for a financial business contract
- 2005 - 2009 **AMDOCS** **Limassol, Cyprus/ Düsseldorf, Germany**  
*World's leading Telecom and Communication software product company with annual revenues of \$3.16B*  
**Consultant**
- Managed IT consulting and implementation projects for Fortune 500 clients in Canada, China, Cyprus, Finland, Germany, Hungary, Indonesia, India, Ireland, Netherlands, UK, and USA
  - Captured customer business needs and collaborated with cross functional teams to design and implement customized software products resulting in multiyear business contracts
  - Established software development teams from scratch at newly built software R&D center in India
- 2004 - 2005 **SKYTECH SOLUTIONS** **Kolkata, India**  
*Joint venture between United Airlines and TCG group; provides IT consultancy services for airlines*  
**Software Engineer**
- Developed data driven analytical software applications for Airline industry; United Airlines employed these applications to reduce its operational costs and increase quality of service
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## PERSONAL

- Worked with Theotokos charity foundation to help children with special needs in Cyprus
- Avid sportsman and international traveler; enjoy reading, live music and tennis

# Grady Snyder

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- 3-years' experience in IP consulting, focusing in the medical device and biotech spaces. Formed new Materials Group and led hiring and client development efforts summer internship at Genzyme working in business development. Performed diligence on acquisition targets, and generated revenue model for growth opportunity of flagship product
- I am interested in jobs in strategy and business development in the healthcare industry (I have been focusing on the biotech industry, but medical device appeals to me as well). Ideally opportunities would be on the West Coast, but am flexible. I am interested in all sizes of companies, from start-up to large, mature companies.
- I have extensive familiarity with the healthcare industry, from drug and medical device development and approval, to reimbursement and sales strategy. I greatly enjoy working with scientists and doctors to obtain an intimate understanding of products for developing market planning strategy.

# Grady Snyder

1119 Byrne Hall, Dartmouth, NH 03755 • (805) 448-8454 • [grady.a.snyder@tuck.dartmouth.edu](mailto:grady.a.snyder@tuck.dartmouth.edu)

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## EDUCATION

- 2009-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
*Candidate for Master of Business Administration degree, June 2011.*
- Entrepreneurship Club, Consulting Club, Healthcare Club
  - Tuck Student Board – Judicial Board Chair
  - First place – Goizueta Business School Leadership in Healthcare 2010 National MBA Case Competition
- 2002-2006 **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** Cambridge, MA  
*Bachelor of Science in Materials Science and Engineering, June 2006*
- Varsity Water Polo: Captain, 2004 NCAA DIII top ranked team
  - Varsity Swimming : Captain and MVP, three-time All-American, Academic All-American
  - Delta Upsilon Fraternity: 2005 President, 2003 Vice President
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## EXPERIENCE

- Summer 2010 **GENZYME CORPORATION** Cambridge, MA  
**Intern, Business Development – Biosurgery Group**  
Developed strategy, performed financial modeling, and led diligence efforts for acquisition and partnership opportunities
- Recommended companies for partnering the group's flagship product based off of sales force synergies and pipeline activity and presented findings to the Senior Vice President of Biosurgery.
  - Constructed a framework for how the partnership would operate on a ground level, and built a revenue model based on this information
  - Developed a target product profile for an internally developed compound by combining market assessments, regulatory information, and health economics data
- 2006-2009 **GLOBAL PRIOR ART, INC.** Boston, MA  
Intellectual property consulting firm providing due diligence, litigation support and custom patent research  
*Group Leader – Materials Group (2008-2009)*  
Promoted to Group Leader with responsibility to create a new Materials Practice Group within Global Prior Art
- Managed multiple cases and case teams simultaneously, working directly with clients for the duration of projects
  - Identified staffing needs and led recruiting efforts for hiring new associates for the group
  - Responsible for client development and marketing for Materials Group
  - Conducted strategic review of Global Prior Art's growth strategy and competitive market. Recommended ways to strengthen the company's position in the IP consulting market, including shifting to value-based pricing, creating a new online product, and expanding business in Europe
- Senior Associate – Medical Device Group (2007-2009)*  
*Associate – Medical Device Group (2006-2007)*
- Worked with clients in the medical device space ranging from start-ups to Fortune 100 corporations with technologies ranging from intravascular implants to surgical methods, orthopedic devices and electrostimulation technology
  - Evaluated IP holdings of a client, identifying opportunities for growth by outlining new applications for their technologies and assessing the IP trends for these applications
  - Provided a comprehensive evaluation on the IP portfolio of a client's recent acquisition, concluding that the acquisition's main innovations would face heavy competition, and that exiting the market or additional acquisitions would be required to make the transaction positive
  - Compared surgical techniques and prosthetic devices for the treatment of chronic venous insufficiency, recommending to client that the company halt development
  - Led internal senior management team to develop a case study on stent grafts to use in marketing presentations to potential clients and law firms in the life sciences industry.
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## PERSONAL

- Coached Wellesley Water Polo team; Assistant Coach to MIT Men's and Women's Swimming
- Enjoy open water swimming, sailing, golf, and sabermetrics (baseball statistics)

# Daniel Torres

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- I have operational experience growing a nonprofit business from 20 to 100 employees and finance experience in a fortune 50 environment.
- I am currently seeking opportunities in the technology industry with a specific interest in the business of gaming. My preferred geographies are west coast: Seattle, Portland, San Francisco, San Diego.
- I am currently engaged in a consulting project with IGN Entertainment to deliver an analysis of the free-to-play game industry.

# DANIEL J. TORRES

1120 Byrne Hall • Hanover, NH 03755 • 619-672-6150 • [daniel.torres@tuck.dartmouth.edu](mailto:daniel.torres@tuck.dartmouth.edu)

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## EDUCATION

- 2009 – Present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH  
*Candidate for Master of Business Administration, June 2011*
- Consulting with IGN Entertainment to deliver a market analysis of the free-to-play video game business
  - Led three entrepreneurial ventures from concept to business plan and pitched to potential funders
  - Tech Club (Trek Leader), Consortium Fellow (Co-Chair), MLT, Hispanic American Student Alliance
- Winter 2011 **ESSEC** Paris, France  
*International Exchange*
- Studied Innovation and New Product Development while experiencing French culture and language
- 2001 – 2005 **COLBY COLLEGE** Waterville, ME  
*Bachelor of Arts, Major in Government, May 2005*
- Colby Crew – Regional Championship Regatta Finalist
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## EXPERIENCE

- Summer 2010 **PROCTER AND GAMBLE** Cincinnati, OH  
*Senior Analyst – Information Technology Finance*
- Improved positioning for future negotiations with key suppliers by assessing a \$1 billion portfolio of outsourcing activity resulting in an estimated cost savings of \$2 million
  - Trained a team of 20 project managers on outsourcing process improvements, capturing institutional knowledge from previous experiences to reduce commonly repeated mistakes
  - Developed roadmap to align P&L owner interests with financial interests of the company by repricing a portfolio of business services
  - Increased budget forecast accuracy by 10% by analyzing purchasing trends of a \$600 million IT services contract
  - Mitigated exposure to financial risk by identifying a misalignment in cost recovery, designing a solution to address it and leading a multidisciplinary team to implement the change
- 2006 – 2009 **NATIVE AMERICAN YOUTH AND FAMILY CENTER** Portland, OR  
Social service nonprofit organization dedicated to improving the lives of the region's 40,000 Native youth and families through education, community involvement, advocacy and cultural activities.
- Business Management Analyst (2007 - 2009)*  
*Financial Analyst (2006-2007)*
- Enabled the transition from small, start-up environment to stable, medium-sized business by developing and instituting operational infrastructure during a period of unprecedented growth
  - Led technology planning efforts as a liaison between technical staff, managers and executive team
  - Project managed 3 enterprise software installations, overseeing the selection process and managing supplier relationships during the acquisition of finance software, fundraising CRM and client database, adding financial reporting capability, growing fundraising levels and improving quality of client contact
  - Forged relationships and negotiated with key suppliers and government agencies, resulting in improved service levels and responsiveness to the agency
  - Developed models to streamline the budgeting process which allowed the Finance group to manage growth in revenue from \$1.5 to \$8 million without increasing staff
  - Created a strategic plan for technology that was integral to four successful funding proposals totaling \$400,000 to support information technology infrastructure expansion
  - Improved community member access to public transit by designing and carrying out a statistical analysis of client activity patterns that was used in negotiation with the regional transportation authority
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## PERSONAL

- Backpacked through Alaska's Wrangell-St. Elias National Park
- Practiced origami paper craft for 19 years

# Fabien Vives

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- 5 years of work experience in Software Engineering working on projects (web applications and heavy clients) in the market research consultancy industry for pharmaceutical companies and prior that for an IT service firm. During these years I have gained extensive knowledge in software development cycle and technologies (ASP.Net, C#, SQL), in product feature analysis and design
- My goal is to find a position in the new technology industry of Product Manager which I envision as the person who drives the product strategy, the features road-map, the technical vision and who manages resources. I am looking for a position in the San Francisco Bay Area, as it is the region where my profile would be the most valued and where my professional perspectives would be the best.
- My job search in the Bay Area is starting lately because until recently I was focusing my search back in Europe for personal reasons. Now those reasons don't hold anymore and therefore I am excited to look for opportunities in the Bay Area where my profile will be appreciated.

# FABIEN VIVES

19W Wheelock Street, Apt 3 • Hanover, New Hampshire 03755 • 603-667-8834 • fabien.vives@tuck.dartmouth.edu

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## EDUCATION

- 2009-Present     **TUCK SCHOOL OF BUSINESS AT DARTMOUTH**     **Hanover, NH, USA**  
Candidate for Master of Business Administration, June 2011  
Technology, General Management and Soccer Clubs
- 2002-2004     **E.N.S.E.E.I.H.T.**     **Toulouse, France**  
*National Engineering School*  
Master's Degree, Telecom & Networks  
Six-month internship in the Netherlands
- 1997-2002     **UNIVERSITY OF AIX – MARSEILLE III**     **Marseille, France**  
Bachelor's Degree, magna cum laude, Computer Science
- 

## EXPERIENCE

- Summer 2010     **TUCK ENTREPRENEURSHIP PROJECT**     **Paris, France**  
  - Continued developing the business plan to take to the next level an Entrepreneurship class project which combines the Amazon and Pandora functionalities into a user-friendly mobile application for the wine market. Resulted in collaboration with a university specialized in wine for the development of the database.
- 2007-2009     **GENACTIS**     **Sophia Antipolis, France**  
*Market Research Consultancy for pharmaceutical companies (100 employees)*  
*Senior Software Engineer*  
  - Delivered within tight deadlines and budget constraints simulator projects to assess potential of new compounds for BMS, Roche, Pfizer
  - Analyzed current business flow and designed new processes which improved online studies recruitment process, knowledge transfer and communication within the company.
  - Presented solutions to improve projects' cost estimations and obtained buy-in from the C.E.O. and the C.T.O.
  - Handled the role of Liaison on global and domestic projects between project teams, recruiting teams and foreign subsidiaries (U.S., U.K., Germany and Italy)
  - Trained and mentored new hires on project procedures and test processes
  - Created new standards in User Interface which got enthusiastically adopted by less computer-savvy doctors
  - Performed R&D on innovative technological solutions and designs, as a result development times were reduced by 15% and quality of our products increased substantially
- 2005-2007     **GFI INFORMATIQUE**     **Sophia Antipolis, France**  
*IT Service Group (10,000 employees)*  
*Consulting Software Engineer*  
  - Developed for Orange (international Telecom company) a web-service component for a web-based application (budget €2M) to monitor the network infrastructure of over 500 companies (B2B)
  - Wrote technical requirements of features for the new versions with head of the R&D team at Orange
  - Trained five new developers on development and test procedures
  - Supervised transition to production of the latest versions of the application (team of 10 persons)
- 2004     **TOTAL E&P NETHERLANDS**     **The Hague, Netherlands**  
*Petroleum Company*  
*Internship*  
  - Designed integration plans of offshore platforms within Total telecom and computer network
  - Supervised offshore platforms transition to newest network technology
  - Completed Nutec Rotterdam Offshore Safety training for prolonged stays on platforms
- 

## PERSONAL

- Languages: French (native), English (fluent) and Spanish (conversant)
- Avid soccer player. 2009 champion in regional corporate championship
- Enjoy playing French pool, rollerblading, traveling, reading novels