

ANDREW BARRETT ELLERHORST

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA
Master of Business Administration – MBA Candidate 2018 GMAT: 690/800 05/18

- Concentrations: Entrepreneurship, Marketing, Strategy
- Track: Entrepreneurship (TBD)
- Memberships: Graduate Entrepreneurship Club, Business & Technology Club, Marketing Club, Partners Club, Brewmeisters Club

BOSTON COLLEGE Chestnut Hill, MA
Bachelor of Science General Management & Bachelor of Arts Philosophy GPA: 3.3/4.0 05/09

- Memberships: Varsity Fencing Team, Orientation Leader, 48 Hours Retreat Leader, volunteer tutor

EXPERIENCE

GE LIGHTING Cleveland, OH
Associate Product Manager – North America Consumer LED Lamp (5/14 – 8/16)

- Managed Supply Chain, Technology, Marketing, and Sales resources to execute revenue growth of \$150MM+
- Controlled product price and cost in order to maximize profitability in an extremely competitive market.
- Executed product development and launch of new products including but not limited to LED bright stik™, 2 new decorative lamp portfolios, and CbyGE connected home products.

LED New Product Introduction (NPI) Financial Analyst (9/12 – 5/14)

- Improved efficiency and effectiveness of NPI process by increasing availability, accuracy and timeliness of meaningful analyses, such as program expense, base cost, and say-do analysis.
- Increased engagement between technology, product management, and finance; drove launch of ~85 programs.
- Helped found the GE Lighting Emerging Leaders Program; this organization planned and coordinated social, career development, and volunteer events focused on cultivating a strong young professional network.

GE CORPORATE Fairfield, CT
Corporate Audit Staff – Associate 1 (9/11 – 9/12)

- Participated in highly selective leadership development program designed to develop high potential employees and provide exposure to GE's diverse businesses through operational and financial audits.
- Performed multiple audits of GE Healthcare, GE Aviation, and GE capital businesses over various risk categories; requiring high speed of learning, executive communication, and strong team/leadership skills.

GE APPLIANCES & LIGHTING Louisville, KY/Cleveland, OH
Financial Management Program (7/09 – 9/11)

- Participated in two-year early career program that included four distinct rotations, intensive coursework, and interactive seminars designed to equip candidates with exceptional technical, financial, and business skills.
- Completed four, six month-long, rotational assignments and provided valuable impact for each rotation:
Appliances & Lighting (A&L) Global Controllership: Improved account reconciliation process.
A&L Group FP&A: Overhauled business sales, profitability, base cost, and headcount reporting.
Global Products NPI Analyst: Created base cost, income and NPI program tracking reports.
Lighting NA Supply Chain FP&A: Simplified base cost, VCP, and headcount reporting processes.

ADDITIONAL INFORMATION

- Affiliations: Former cabinet member for United Way Young Leaders Program in Cleveland
- Interests: Fly fishing, skiing, and Crossfit; capable in-home chef and avid mixologist.

Gus Jenkins

gjenkins@villanova.edu | 7155 Buist Ave, Philadelphia, PA 19142 | 267-670-9386

EDUCATIONAL BACKGROUND

- 2018 **Carnegie Mellon University**, Pittsburgh, PA
Master of Science, Majors: Mechanical Engineering/Engineering & Technology Innovation Management
- 2016 **Villanova University**, Villanova, PA
Bachelor of Science, Major: Mechanical Engineering
Minor: Engineering Entrepreneurship, Mechatronics
- 2012 **G.W. Carver High School of Engineering and Science**, Philadelphia, PA
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ENGINEERING EXPERIENCE

- 2015 **Naval Research Enterprise Internship Program (NREIP)**, Philadelphia, PA
- Designed a cooling water system for a radar electronic system on the USS San Antonio with electronic actuated ball valve
 - Modeled an unsteady state heat exchanger to make simulation as realistic as possible
 - Controlled temperature and 6 other variables with an actuated ball valve using control theory
- 2014-Present **Research, Maritime RobotX Challenge (Singapore) & Roboat (Virginia) competitions**, Villanova, PA
Project: International boat competitions where teams are to design, develop, and integrate a fully autonomous system that can complete tasks that consist of navigation and control, obstacle detection and avoidance, symbol recognition and vehicle docking, underwater search and reporting, and observation.
- 2013-Present **University Information Technologies (UNIT) Consultant Lv. II**, Villanova, PA
- Consulting, troubleshooting computers/user complications, Correcting Software & Hardware Malfunctions
- 2014-2015 **MATE ROV Competition Judge**, Villanova, PA
- 2012-2013 **Villanova University Formula SAE**, Villanova, PA
- Designed and manufactured parts & worked with Carbon Composites team
- 2013 **Beetle-Bot Competition, Villanova University, 2nd Place Recipient (Duration of 1 semester)**, Villanova, PA
- Designed & manufactured a Battle-bot with given constraints
 - Competed in a 32-teamed based double-elimination tournament against other robots
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LEADERSHIP/ACTIVITIES/ SERVICE/AWARDS/OTHER

- 2016 **Villanova University Student Entrepreneurship Competition 1st Place Winner**
- 2016 **Who's Who Among Students in American Universities and Colleges**
- 2015 **National Society of Black Engineers, Region II (Mid-Atlantic) Financial Chairperson (2015-2016 term)**
- Raised over \$80,000 for Regional Fall Conference; Liaison between corporate partners
 - Coordinated 2015 Career Fair for the NSBE R2 Fall Regional Conference w/ 40 exhibitors
- 2015 **Spring Break Service & Justice Experience**
- Civil Rights Pilgrimage trip to Selma, Alabama
- 2012-Present **Villanova University National Society of Black Engineers, President (2014-2015), Vice-President (2013-2014)**
- Developed a strategic plan to have a successful year in regards to the official NSBE mission
- 2013-Present **Villanova University CEER PEER**
- Mentored Freshmen Mechanical Engineering students & tutored Engineering Related Courses
- 2013-Present **Calculus Tutor**
- 2012-2014 **Villanova University Big Brothers & Big Sisters Program, Co-Chair member (2013-2014 term)**
- 2012-Present **Villanova St. Thomas Day of Service, Villanova MLK Day of Service**
- 2012 **Football Manager**
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SKILLS

Technical: MATLAB 2015 & Simulink, Solid Works 2014, Maple 16, Villanova Machine Shop Certified, C based languages, Linux (basic), Java, Android Studio, Microsoft Office Suite,

INTERESTS

Baseball, Basketball, Cultural Studies, Community Service, Fine Languages, Football, International travel, Mobile App Dev., Piano, Poetry, Value Investing

Nurie Agnes Jeong

Service Designer · UX Designer

Portfolio <http://nurie-jeong.squarespace.com/>

Email njeong@andrew.cmu.edu

Contact +1-412-680-6268

Education

Carnegie Mellon University

Sep 2016 - May 2018

Master of Interaction Design

Sep 2015 - May 2016

Master of Arts in Design

Sogang University

Mar 2005 – Feb 2010

BA in Business Administration

Illinois Institute of Technology

Sep 2007 – Dec 2007

Fall 2007 exchange student

Skills

Design S/W

Photoshop

Illustrator

InDesign

After Effects

Prototyping

Pixate

Omnigraffle

Sketch/Zeplin

Programming

HTML/CSS

Processing

Language

Korean (Native)

English (Fluent)

Spanish (Intermediate)

German (Beginner)

Experience

Kiron Open High Education | Berlin, Germany

Jun 2016 - Aug 2016

UX Designer | Tech Team

Lead UX designer for Kiron web platform

Established user experience improvement roadmap and strategy

Conducted user researches and research protocol

Samsung Electronics Ltd. | Suwon, South Korea

May 2013 - Apr 2015

Analyst | Big Data Analytics Team

Device log planing manager for Samsung Mobile services UX research

Samsung Big Data Management System website planner/administrator

Published mobile client usability reports using Hadoop, MySQL and SAS

Jan 2011 – Apr 2013

UX Researcher | Service Management Team

Usability test researcher for Samsung Apps Mobile and PC client

Specialized in test scenario design and lab monitoring

Jan 2010 – Dec 2010

Associate | Samsung Apps Development Team

Overseas customer service manager

Worked for on-device client concept developing and wireframing

Dream Square | Seoul, South Korea

Jun 2014 - Aug 2015

Service Designer (Part Time)

Conducted service experience researches

Designed Dreamsquare MVP website

Activities

Global K-Startup 2014

Jun 2014 - Oct 2014

Startup mentoring program participant (Dream Square)

Nominated as Top 5 startup team

VINEET JAIN

▪ vjain1@tepper.cmu.edu ▪ 1.404.324.2184 ▪ Pittsburgh, PA ▪

PROFESSIONAL EXPERIENCE

Oct 2013 - Present Founder, CEO InnoWave Inc. / Surfboard LMS Atlanta, GA

InnoWave provides product development consultancy to small businesses and startups in the web, mobile, data analytics, and e-learning industry. Current and former clients include the Georgia License Exam Company, C-Note Productions, Pittsburgh Studios, G-Stone, and Purelink AV.

- Seek business opportunities, conceptualize, and define product / technology requirements.
- Envision technology solutions, product families, and product evolution.
- Lead engineering design, development, and launch of products.
- Manage contracts, client accounts, schedule, and budget.
- Allocate resources, recruit engineering teams to meet project requirements.

Surfboard LMS, an online teaching platform, is a product that evolved from a consultancy project, and is currently evolving into an independent educational software and services company. Current clients include American Mindfulness, Georgia License Exam Company, C-Note Productions, The Power Punch Club, and Healthyou. Total Revenues of \$48,000 (since launch in June'15).

- Established operations in US & India. Recruited & currently manage global workforce of 10.
- Define marketing, sales & operations strategy. Present product capabilities to potential clients.
- Support clients in defining e-learning vision, e-commerce and social media marketing strategy.
- Develop classroom content with engaging audiovisuals, adaptive quizzes, & interactive tools.

Aug 2007 - Oct 2013 Systems / Product Engineer ViaSat Inc. Atlanta, GA

ViaSat is a provider of high-speed satellite broadband products and services. System Engineering responsibilities included performing feasibility studies using statistical modeling, simulation, and performance analysis. Product Engineering responsibilities at ViaSat included defining product requirements, and leading cross-functional teams to design, develop, and manufacture new products.

- Led design of the VHR-1200 product line to meet design criteria, schedule and budget.
- Led design of the TH-SCU, saving recurring costs \$500K/year, generating sales of \$1M/year.
- Engineered a new product line of antenna control devices, cutting costs by 60%, \$250K/year.
- Automated ViaSat's statistical analysis process, improving efficiency to save \$100K/year.
- Engineered an enhanced product line of position sensors, saving \$500K/year.
- Trained 60 engineers in Italy, Cyprus, & Germany to operate EutelSat's \$24M satellites.

Aug 2005 - May 2007 Research Engineer Georgia Tech Research Institute Atlanta, GA

- Researched statistical & mathematical analysis methods for ballistic missile defense programs.
- Published 2 research papers in IEEE Proceedings, 38th & 39th SSST, March'06 and March'07.

Aug 2004 - Aug 2005 Systems Analyst Northrop Grumman Corp. Baltimore, MD

- Assessed cost, benefit and risk impact in transitioning to new chip fabrication technologies.
- Provided proof-of-concept studies for adoption of novel technologies in legacy systems.

SOCIAL ENTREPRENEURSHIP EXPERIENCE

Aug 2014 - Present Founder, More Good to Do, Indore, India.

Started a nonprofit incubator fostering leaders, social entrepreneurs & cause-oriented micro movements in India. Conducted the first 2-month social entrepreneurship workshop introducing historically foreign concepts of volunteering, leadership, and professionalism to young entrepreneurs.

Jan 2012 - Jan 2013 Advisor, Engineers Without Borders, Atlanta chapter.

Advised on fundraising and providing clean water and solar power to a remote village in Uganda.

Jan 2010 - Dec 2011 Co-Founder, SE Regional Coordinator, Young Jain Professionals (YJP).

Established organization's vision, mission and by-laws. Led a 20-person team in establishing a national mentorship program for Jain's in United States and Canada.

Jan 2008 - Dec 2010 Co-President, Projects Coordinator and Advisor, Asha for Education.

Led a team of 50 volunteers in fundraising \$100,000 - 100% increase over previous years. Oversaw distribution of \$250,000 to 20 schools imparting primary education to 700 underprivileged children. Assistant coach for Asha's marathon team and ran 3 half marathons to raise money for Asha.

Jan 2005 - Dec 2007 Volunteer, Asha for Education, Atlanta Chapter.

Coordinated fundraisers. Mentored schools in rural India.

Oct 2004 - Aug 2005 Youth Coordinator, Ekal Vidyalaya, Washington DC chapter.

Helped fundraise \$25,000 for tribal communities in India.

INTERNATIONAL EXPOSURE

2015 Lived in Russia for 6 weeks due to a family emergency.

2014 Lived in Germany for 6 months. Hiked over 100 kms through Tuscany, Italy.

2013 Lived in Austria for 6 months. Hiked 200 kms from Portugal to northern Spain.

2012 Hiked 300 kms from France to the west coast of Spain

2010 Worked in Italy and Cyprus for 2 months.

2005 Backpacked through 20 of the 31 states of India over 3 months.

2004 Learned Urdu as a foreign language. Participated in India-Pakistan peace forums.

1992 - 2002 Relocated to India when parents started their non-profit. Learned Hindi and Sanskrit.

EDUCATION

MBA Tepper School of Business, Carnegie Mellon University, Pittsburgh PA, May 2018.
Concentration - Entrepreneurship, Strategy

MS Electrical Engineering, Georgia Institute of Technology, Atlanta GA, May 2007.
Minors - Business, Industrial Engineering.

BS Electrical Engineering, North Carolina State University, Raleigh, NC, May 2004.
Summa Cum Laude

Language Skills - English, Hindi, Urdu (Native); Gujarati, Punjabi (1 year), Farsi, German (3 months)

Robert (Bobby) Kania

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA
Master of Business Administration – MBA 8/2016 - 5/2018

- **Concentrations:** Strategy, Entrepreneurship, Operations; **GMAT: 700**
- **Honors:** Tepper Merit Scholarship, John Reese/Pepsico Scholarship

VIRGINIA TECH Blacksburg, VA
Bachelor of Science in Computer Science 8/2008 - 5/2012

- **Honors:** Summa Cum Laude, Phi Beta Kappa; **GPA: 3.82/4.0**
- **Memberships:** BASIS (Bond And Securities Investing by Students), New River Valley Symphony

EXPERIENCE

CAPITAL ONE Richmond, VA
Digital Product Manager – ATM Strategy and Innovation 1/2015 - 5/2016

Product Management/Leadership

- Led strategy and execution for launching the first on-demand ATM service in the US managing a budget of ~\$1 million to deliver a successful pilot in the Richmond area to ~500 customers
- Managed several cross-functional teams to deliver product, including: design, digital, marketing, operations, legal, risk, and external vendors
- Leveraged Design Thinking framework to collaboratively iterate through small-scale tests to prove concept

Business Analytics

- Analyzed and presented recommendations from Voice of the Customer data to improve customer satisfaction
- Taught five Excel training classes to new analysts focusing on keyboard shortcuts, formulas, and best practices

Sr. Operations Analyst – ATM Execution and Monitoring Operations 7/2013 - 1/2015

Business Analytics

- Led root cause analysis to reduce the number of customer complaints about ATM failures by a statistically significant 20% by using Six Sigma tools
- Achieved Green Belt Six Sigma certification for process improvements

Operations Analyst – Bank Marketing Operations Strategy and Analysis 7/2012 - 7/2013

Business Analytics

- Led analysis and implemented changes to the incentive program to reduce customer complaints resulting from unfulfilled incentive offers by 30%

KANIA LABS, LLC Richmond, VA
Founder/Owner 6/2013 – Present

- Develop content, website code, marketing, and revenue acquisition strategies for portfolio of network sites with combined monthly average of ~80K pageviews and \$2.5K in annual revenue

GENERAL ELECTRIC COMPANY Danbury, CT
Information Management Leadership Program Intern 5/2011 - 8/2011

BLOOMBERG, LP New York, NY
Financial Software Developer Intern 5/2010 - 8/2010

ADDITIONAL INFORMATION

GREEN BELT SIX SIGMA CERTIFIED

MUSIC ENSEMBLES

- Played viola in the Richmond Philharmonic Orchestra 9/2015 – 6/2016
- Played viola in the University of Richmond Symphony 1/2013 – 6/2016

BOY SCOUTS OF AMERICA – Eagle Scout

November 29, 2007

ARTHI MANIVASAKAM

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA
Master of Business Administration – MBA 05/2018

- Concentrations: Entrepreneurship, Marketing, Operations
- Memberships: Graduate Entrepreneurship Club, Tepper Women in Business,

BOSTON UNIVERSITY, QUESTROM SCHOOL OF BUSINESS Boston, MA
Bachelor of Science in Business Administration, Cum Laude 05/2010

- Concentrations: Business Law, Entrepreneurship, and Operations & Technology Management
- Honors/Awards: Thomas M. Menino Scholar, Dean's List, BU/McGraw-Hill New Product Challenge Winning Team
- Memberships: Menino Scholars Club, LOCK Honorary Service Society, Boston University India Club
- Internship: Dow Jones & Co. – Employee Communications Intern & Consultant (02/2009 – 08/2009)

SCHOOL OF FASHION DESIGN Boston, MA

- Courses: Clothing Construction, Couture Detail, Fashion Sketching, History of Costume, Patternmaking, Textiles

EXPERIENCE

CURCURES (startup focused on skincare products utilizing curcumin) Boston, MA
Cofounder & CEO (09/2015 – Present) 09/2015 – Present

Innovation

- Researched bioavailability of curcumin, standardization of product formulations, and business development opportunities targeting \$3B acne skincare market

ECOPHYRIN (startup focused on producing biofuels from agricultural waste) Boston, MA
Business Development Consultant 04/2015 – 04/2016

Strategy

- Recognized opportunity to drive company growth by pivoting focus from biofuel to commodity chemicals
- Assisted with writing business plan, pitching for licensing technology, and applying for federal grants

TiE-BOSTON (Boston chapter of The Indus Entrepreneurs) Cambridge, MA
Marketing & Communications Lead (07/2013 – 06/2015) 09/2011 – 06/2015

Marketing Coordinator (02/2012 – 07/2013); Social Media & Marketing Intern (09/2011 – 01/2012)

Leadership

- Managed over 100 marketing campaigns to promote events and programs through email campaigns, social media channels, and posts on alliance partner websites
- Managed all logistics and communications for 3 cycles of TiE Challenge, a year-long accelerator/incubator program for first-time entrepreneurs. Contributed to 25% increase in applications submitted

Teamwork

- Organized and managed TiECON East conferences (largest startup conference on the East Coast) attended by 500+ entrepreneurs, VCs, corporate executives, politicians, and thought leaders from leading business schools
- Worked with TiE Global IT team and other TiE chapters to redesign global website and transition all 61 chapters to new website template

Marketing

- Increased TiE-Boston's social media presence over 45% on Facebook, 85% on LinkedIn, and 200% on Twitter
- Designed, created, and sent weekly email marketing campaigns for TiE-Boston events and TiECON East conference targeting over 7,000 members
- Wrote over 100 press releases, articles, and spotlight features with articles published by *India New England*

Communications

- Served as main contact for EMC (largest sponsor) and preserved relationship during management transition at TiE
- Interviewed members for spotlight features showcasing and introducing new Charter Members and TiE Challenge companies to TiE-Boston community
- Maintained, updated, and communicated weekly progress of TiECON East planning to conference planning team

MedSilico (provider of healthcare practice management platform) Boston, MA
Business Development Associate 09/2010 – 05/2011

Product Development

- Consulted and evaluated design of front-end components and specifications from physicians and billers for development of EMR in Singapore
- Researched, evaluated, and made initial contact with vendors to integrate various supporting software for EMR

ADDITIONAL INFORMATION

- Volunteer Work: Hillary for America, TiE Young Entrepreneurs High School Program

AAKSHA MEGHAWAT

EXPERIENCE

Research Fellow NSF BIGDATA Initiative	Carnegie Mellon Univ., Language Technologies Institute	August 2015-Present
<ul style="list-style-type: none"> Studying & building AI tools for collaboration in Open Source Communities (Github) using Computational Linguistics at massive scale (~2 million projects, ~1 million members, ~1 million conversations) under Carolyn Rose & James Herbsleb Working with LP Morency on large scale Emotion Recognition and Multimodal Sentiment Analysis 		
Manager, Data Science	Sutherland Global Services, Analytics Division, Mumbai	February 2014 - June 2015
<ul style="list-style-type: none"> Designed & implemented ML pipelines to automate identification of customer issues & sentiment analysis from chats & social media data for major telecom providers & healthcare chains in the US (~ 2 million chats processed weekly) Developed ML & AI solutions for business intelligence on geospatial & time series data 		
Research Assistant	London Business School, London	July-December 2012
<ul style="list-style-type: none"> Developed 'Hedge Fund Management Game', a business simulation game (web application) to train 60-100 students of the elective 'Hedge Funds' for the LBS MBA program, ranked 1 globally. http://li574-212.members.linode.com/hedgefund/ 		
Trainee (Intern)	Ashish Mishra, CTO, Brevan Howard Credit Catalyst Fund, New York	June-July 2011
<ul style="list-style-type: none"> Studied fundamentals of credit derivatives, bonds and calibration of default probabilities 		
Software Specialist	Opera Solutions, New Delhi	September '13 – Jan '14
<ul style="list-style-type: none"> Part of a global team developing an analytics platform for data management and analysis 		
Technology Analyst (Intern)	Morgan Stanley, Mumbai	January-June 2013
<ul style="list-style-type: none"> Developed risk management apps increasing efficiency by processing 11000 cases in 24 hrs. vs. 400 in 8 days 		
Software Developer (Intern)	Trusted Shares & Investments Ltd, Mumbai	May-July 2009
<ul style="list-style-type: none"> Developed a suite of software programs in C++ to optimize the Turtle Trading model by Richard Dennis. 		
Technology Blogger	WATConsult Pvt. Ltd.	May-July 2010
<ul style="list-style-type: none"> Analysis of trends in media & technology: http://www.avashya.com/author/847/aaksha-meghawati/ 		

EDUCATION

Master of Language Technologies	Carnegie Mellon University, School of Computer Science	August 2015-Present
Dual Degree: B.E.(Hons.) Computer Science & M.Sc.(Hons.) Mathematics	Birla Institute of Technology & Science, Pilani- Pilani Campus	2008-2013
GPA – 8.60/10.00	Major (Computer Science) GPA- 9.00/10.00	

POSITIONS OF RESPONSIBILITY

- Mentor, Data Analytics, Undergraduate Research, [OurCS](#), CMU, School of Computer Science (2015)
- Coordinator, Out-of-Box Conference, **Center for Entrepreneurial Leadership**, BITS Pilani (2010-2011)
- Chief Editor, 'Imagine', **Center for Entrepreneurial Leadership**, www.celbits.org/imagine (2011)
- Captain, Athletics Team, BITS Pilani (2011)

HONORS & AWARDS

Outstanding Leadership, Mantra Award	BITS Alumni Association International http://www.bitsaa.org/?page=mantraawards	2012
Merit Student Award	CISCE Grade XII, Science	2007
Merit Student Award Rank 1	ICSE Grade X	2005

Apoorva Reddy Neelapu

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Education

Carnegie Mellon University, H. John Heinz III College Pittsburgh, PA
Master of Science, Public Policy & Management 05/2017

Bangalore University Bangalore, India
Bachelors in Business Management (Marketing Majors) 07/2009

Coursework

Financial Analysis, Finance for Sustainable Economic Devt., Management Science (Optimization), Applied Economic Analysis, Empirical Methods, Organizational Design and Implementation, Social Innovation and Entrepreneurship, Entrepreneurship for High Growth Companies, Presentation skills
Technical: MS Office, Database (MS Access), Geographic Info. System (GIS), Minitab, Sugar CRM

Experience

Institute of Social Innovation, Carnegie Mellon University Pittsburgh, PA, USA
Research Assistant (Current)

Tip4Change Pittsburgh, PA, USA
• Currently developing a marketplace to map sustainable product value chain (Current)

Digital Green Davis and San Francisco Area, CA, USA
Graduate Student Intern 07/2016 – 08/2016

- Established Digital Green's partnership with research, extension, and community functionaries involved in University of California, Davis' cooperative extension system
- Scoped opportunities to leverage technology (esp., video and mobile) to enhance the existing extension system to improve the livelihoods of small-scale, low-income farming communities
- Led training workshops on organization's online and offline technology stack

GVK Society for Rural Development Hyderabad, India
Project Coordinator, Organic and Fair Trade cotton project 09/2013 – 06/2015

- Marketing Strategy: Formulated marketing plan to increase client base
- Networking and liaison with appropriate partners: Initiated critical partnerships with Local Government Institutions, Not-for-Profits and Agricultural Universities.
- Research and Documentation: Feasibility and baseline study to launch project.

Founder at Eco-Veg Tamil Nadu, India
Eco-Veg was founded to improve livelihoods of farmers from excluded communities in rural India. 08/2012-08/2013

- Leadership: Spearheaded efforts in setting up independent field operations after successfully running pilot in Pondicherry, Tamil Nadu
- Fund-raising: Collaborated with senior Ashoka Fellows to raise INR 7.5 million from an international donor.
- Strategic Initiative: Investigated and screened 10 farmer clubs, 3 consumer co-operatives and 15+ retailers to establish chain wide networks

UnLtd Tamil Nadu is a social incubator that funds and supports early stage social entrepreneurs
Full-time volunteer

- Strategy and Operations: Contributed to overall vision, mission and strategy.
- Business Coaching: Conceptualized financial frameworks to streamline broad enterprise strategy and operational goals for 4 social entrepreneur investees.
- Marketing and PR: Structured and initiated plan execution to highlight the enterprise need to pursue mainstream and social media.

Deccan Chronicle is the largest circulated English newspaper in South India with 1.1 million readers

Hyderabad, India
01/2011-11/2011

Sub Editor, Hyderabad Chronicle

- Reported, Edited and Wrote stories, articles and interviews.
- Led the Social Impact and Business beat of the city section of the paper.
- Managed and Coordinated with a team of reporters, page-designers and editors.
- Maintained Social Media Platforms. Designed and executed successful campaigns for the Publisher and ex-Indian Premier League team, Deccan Chargers.

Just Change

Project Head, Project ONE

10/2010-02/2011

- Led a volunteer base of 300 MBA students in the execution of the interactive volunteer student teaching program.

SocialTwist's Tell-a-Friend widget for word-of-mouth campaigns served 2.09 billion impressions world-wide

10/2009-10/2010

Marketing Executive

- Inside Sales: Involved in conceptualizing and proposing creative plans and campaign ideas. Formulated and implemented sales strategies to achieve timely targets.
- Lead Generation: Developed and managed a qualified sales pipeline of 300+ leads for an assigned territory

Projects

Dastkar Andhra

- Research Associate, Policy and Advocacy: Conducted evaluation studies for a state (Telangana state) funded report on current income and expenditure levels to investigate government schemes' impact on traditional cotton handloom weavers.
- Chain wide market analysis of handloom products in Andhra Pradesh

UnLtd Hyderabad

- CSR Policy Consulting: Developed a plan to set up a CSR consulting and implementation wing to engage businesses in systematic and effective CSR Policy.

Others

- Completed a 10 speech project and was awarded the Competent Communicator from **Toastmasters International**
- Under Graduation final semester project titled, "An analysis on people's mindset towards Not-for-Profit's with special reference to **OXFAM INDIA**".

Interests

- Heinz College Social Innovation Club: Founder
- CMU Graduate Entrepreneurship Club: Campus Ambassador
- Heinz College Finance Club: Member
- Agricultural Value Chains

NATHAN PITZER

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA
Master of Business Administration – MBA **GMAT: 720/800** 05/18

- Concentrations: **Entrepreneurship, Strategy & Organization Behavior**
- Award: Manoj and Rite Singh Merit Scholarship
- Memberships: Graduate Entrepreneurship Club, Business and Technology Club

LEHIGH UNIVERSITY Bethlehem, PA
Bachelor of Science in Industrial Engineering 05/12

- Athletics: NCAA Division 1 Indoor and Outdoor Track and Field Sprinter
- Work: Maintained a minimum of two jobs throughout all 4 years of study

EXPERIENCE

aPriori Technologies – *Global leader of enterprise cost management software* Concord, MA
Consultant (08/16-Present) 11/12-Present

- **Partner Development:** Created communication strategies and training materials allowing new partners across Asia to sell, deploy and develop aPriori. Assessed individual partner competency levels and made actionable strategies to ensuring proper development.

Implementation Team Lead (03/15-07/16)

- **Leadership:** Managed 5 consultants and accountable for the success of a 15 project portfolio. Collaborated with clients from nearly 20 countries, worked internationally for a cumulative time of 6 months across 3 continents, and traveled to customer sites throughout all regions of the United States.
- **Client Relationship:** Partnered with customers ranging from senior executives to floor manufacturing workers to determine the best fit for our product in their organization while creating estimates for this work load.
- **Strategy:** Identified resourcing constraints and the need to reduce new hire ramp up time. Re-engineered onboarding by altering training patterns resulting in a 40% decrease in new hire ramp up time.
- **Process Improvement:** Established a self-generating documentation process for projects, reducing projects by 24 man-hours, totaling an estimated internal savings of \$250K/year.

Technical Consultant (01/14-02/15)

- **Innovation:** Developed new process which could analyze a large number of parts and detect excessive client manufacturing and supply chain expenditures. This new process was sold as a separate service to customers, and yielded an average of \$4M of customer savings.
- **Project Management:** Implemented company's largest deployment under budget; project spanned across ten different counties and three customer divisions at a world leading automotive company. Worked cross functionally in all phases of deployment: sales, contract writing, implementation, and continuous success management. Managed all aspects of the technical deployment while directing 10 employees → worked cross functionally in all phases of deployment

Implementation Engineer (11/12-12/13)

- **Creativity:** Restructured customer bid creation workflow process across 130 employees allowing for the automation of management workload assigning and tracking. Reduced cost estimation time by 96X compared to previous system.
- **Innovation:** Deployed new method of wire harness cost estimation resulting in cost estimation accuracy improvements of 20%

BAE Systems York, PA
Industrial Engineer (Contractor) 6/12-10/12

- **Quantitative Analysis:** Projected cost to manufacture a tank by scouring Oracle for historical prices and applying statistical methods and known industrial engineering performance estimations. Final analytical model developed was within 5% of the actual product cost.

ADDITIONAL INFORMATION

- Volunteering. Active PA eMentor who guides high school students on their post high school plans
- Activities: Running, annual season pass snowboarder, computer building

Puru Rastogi

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EDUCATION

Carnegie Mellon University		Pittsburgh, PA
M.S. in Mechanical Engineering	GPA: 3.85/4	May 2017
Indian Institute of Technology Guwahati		Guwahati, India
B.S. in Mechanical Engineering	GPA: 7.9/10	May 2015

SKILLS

Application Software: MATLAB & Simulink, SolidWorks

Programming Languages: C, C++, Python

Robotics: Control Systems, Machine Learning, Computer Vision, ROS

PROFESSIONAL AND ENTREPRENEURIAL EXPERIENCE

Graduate Student Researcher , Biorobotics Lab, RI, Carnegie Mellon University	Pittsburgh, PA
Advisor: Dr. Howie Choset	Aug 2015 -Ongoing
<ul style="list-style-type: none">Path Planning: Developed a RRT based planner for controlling an 8 degree of freedom Snake Robot, to be used for inspection of airplane's wing assembly in factories.Computer Vision: Developed a Visual Odometry package for tracking motion of a mobile factory robot on concrete floor.	
Co-Inventor , Trashbot	Shenzhen, China
Clean Robotics, HAX Accelerator	Jan-May 2016
<ul style="list-style-type: none">Developed a working prototype of Trashbot: a trashcan capable of autonomously sorting trash, with the co-founder and another engineer.Designed its mechanism and structure and developed firmware.	
Graduate Student Researcher , Experimental Bio-mechatronics Lab, Carnegie Mellon University	Pittsburgh, PA
Advisor: Dr. Steven H. Collins	Aug-Dec 2015
<ul style="list-style-type: none">Developed and tested learning based controller for ankle prosthesis with advanced features, making it possible to adapt to uneven ground surface.Resulting ankle prosthesis received 100% more preference over the conventional prosthesis, as per the feedback from 3 users.	
Under-Graduate Student Researcher , Mechatronics Lab, Indian Institute of Technology Guwahati	Guwahati, India
Advisor: Dr. S.K. Dwivedy	Jan-May 2015
<ul style="list-style-type: none">Designed, analyzed and fabricated Quadbot: a four legged robot with a tail, and achieved orientations considered difficult for a general four legged robot.Was one of the 80 participants selected (from 3000 teams) by Texas Instruments to present at their annual India Design contest.	
Co-founder , IIT Guwahati Automobiles Club	Guwahati, India
<ul style="list-style-type: none">Led a team of ten students to develop institute's first Hybrid TrikeWas ranked 21st from 1000 teams at SAE Efficycle 2013, a national level competition for hybrid trikes.Organized workshops and lectures, invited speakers, reached out to sponsors for club initiatives.	2012-2013
Team Leader , National Service Scheme	Guwahati, India
Indian Institute of Technology Guwahati	2011-2013
<ul style="list-style-type: none">Led and managed the team of 20 volunteers, to organize social service events in and around the city of Guwahati.At the end of two years the team successfully organized multiple events ranging from cloth collection drives, literacy drives to cleanliness drives.	

AWARDS AND HONORS

- Received '**National Bal Shree Award**' for 'Creative Scientific Innovation'- highest honor given to a school student in recognition of his/her creativity, awarded by the Government of India from about 5000 applicants. 2009

Logan Wan

lw@cmu.edu | 303-507-4232 | U.S. Citizen

<i>Education</i>	Carnegie Mellon University M.S. Robotic Systems Development	2016-2017
	University of Illinois at Urbana-Champaign B.S. Mechanical Engineering, James Scholar Honors	2010-2014
<i>Professional Experience</i>	Saviok <i>Robotics Engineer</i>	Jun 2014 – Aug 2016 San Jose,, CA
	<ul style="list-style-type: none">• First mechanical engineer (employee #8) hired to execute mechanical design of autonomous delivery robot• Led mechanical architecture of robot, sensor integration, drivetrain design• Simulated and analyzed static and dynamic loads, thermal, and airflow• Performed accelerated lifecycle, environmental, vibration, and shock testing on robot• Utilized FMEA and root-cause analysis to solve design and production issues• Worked very closely with software, electrical, industrial design, business development to ship a production-ready robot to customer in 8 months while hand-building early alpha models.• Selected and managed vendors for a variety of manufacturing processes, established initial quality standards and vendor approval standards• Established agile mechanical engineering design processes, ECO/ECR processes, CAD workflows / standards, version control• Designed next generation robotic systems	
	SRI International <i>Robotics Intern</i>	May 2013 – Aug 2013 Menlo Park, CA
	<ul style="list-style-type: none">• Designed, built, and analyzed variable speed electromechanical transmission for robotic applications	
	Willow Garage <i>Mechanical Engineering Intern</i>	Jan 2013 – May 2013 Menlo Park, CA
	<ul style="list-style-type: none">• Designed and integrated mechanical components and systems for the next generation commercial robot platform while rapidly iterating through functional prototypes	
Covidien <i>Upstream R&D Intern</i>	May 2012 – Aug 2012 Boulder, CO	
<ul style="list-style-type: none">• Prototyped laparoscopic, endoscopic, and open electrosurgical, Argon plasma devices• Explored surgeon-device interaction, and filed a patent (as primary inventor) for a plasma-based device		
Occam Robotics <i>Robotics Intern</i>	May 2011 – Aug 2011 Boulder, CO	
<ul style="list-style-type: none">• Developed embedded software in C, C++, and MATLAB for robotic path planning and battery monitoring in a startup environment		
<i>Research Experience</i>	Robotics and neuro-Mechanical Systems Lab <i>Undergraduate Research Assistant</i>	May 2012 – May 2014 Urbana, IL
	<ul style="list-style-type: none">• Developed a haptic and proprioceptive feedback system for myoelectric robotic limb amputees. Programmed Baxter humanoid robot for EMG control, as well as PCB layout	
	Braun Research Group <i>Undergraduate Research Assistant</i>	Aug 2010 – Apr 2012 Urbana, IL
	<ul style="list-style-type: none">• Performed research towards developing lithographic manufacturing processes for photonic systems and gradient-index optics	

Projects

Freelance Mechanical Design Engineer

Self

- Helping others prototype and develop their product ideas while learning about other industries and technologies (consumer electronics, bicycle components)
- Provide aesthetic and mechanical design services (concept, design, prototype, through low-volume manufacturing)
- Provide thorough documentation of efforts and timely receipt of deliverables

Sept 2015–

Present

Palo Alto, CA

Hyperloop Scale Prototype

Undergraduate Senior Design Project

- Cofounded university team to prototype and demonstrate the scaled feasibility of the Hyperloop mass transportation concept; anticipated the university competition by 1 year
- Designed capsule module with turbofan; co-design of the linear induction motor
- Featured in [Wall Street Journal](#)

Aug 2013 –

May 2014

Urbana, IL

SmartCollar

Project Lead

- Lead team to finals of Intel Cornell Cup embedded systems competition
- Designed a computer interaction platform intended for augmenting the capabilities of their roles as service animals

Nov 2013 –

Apr 2014

Urbana, IL

Skills

Prototyping

High-quality 3D printing, CNC, laser/water cut, machine shop/tools, Arduino, Beaglebone, TI MSP430

Manufacturing

Machining, sheet metal forming, aluminum casting, waterjet/lasercut, urethane casting, plastic injection molding, thermoforming, essential GD&T

CAD / CAM / CAE

Solidworks (very high professional competency), Pro/E Creo, Keyshot, Altium, ANSYS, NX

Programming

Python, C/C++, ROS, MATLAB, Mathematica, Git/SVN

Publications

Patent

Logan C. Wan, Joe D. Sartor, [Bipolar Gas Plasma Coagulation Nozzle](#), U.S. Patent No. 20140276717

Academic

Aadeel Akhtar, Mary Nguyen, Logan Wan, Brandon Boyce, Patrick Slade, Timothy Bretl, [Passive Mechanical Skin Stretch for Multiple Degree-of-Freedom Proprioception in a Hand Prosthesis](#).

EuroHaptics (2) 2014: 120-128

Kristofer K. Westbrook, Vikas Parakh, Taekwoong Chung, Patrick T. Mather, Logan C. Wan, Martin L. Dunn, H. Jerry Qi, ["Constitutive Modeling of Shape Memory Effects in Semicrystalline Polymers with Stretch Induced Crystallization,"](#) *J. Engineering Materials and Technology* **132** 041010, 1-9 (2010).

JJ Xu

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EDUCATION

- CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA
Master of Business Administration – MBA **GMAT: 710/800** 05/2018
- Concentrations: **Entrepreneurship, G.M, Operations**
 - Honors: Swartz Presidential Fellowship, Tepper School MBA Forté Fellowship
- PEKING UNIVERSITY Beijing, China
Master of Science in Microelectronics **GPA: 3.7/4.0** 07/2012
- Honors: Excellent Academic Performance Award of 2011
 - Publication: *Characteristics Sensitivity of FinFET to Fin Vertical Nonuniformity*, Nanotech 2011 Vol 2, p176-179.
- PEKING UNIVERSITY Beijing, China
Bachelor of Science in Microelectronics **GPA: 3.0/4.0** 07/2009

EXPERIENCE

- Huawei Technologies CO., LTD Shenzhen, China
Channel Sales Manager (06/2014 – 06/2016) 08/2012 – 06/2016
- Analytical**
- Managed global channel business KPIs, including KPI set up and monthly analysis.
- Management**
- Horizontally, managed HQ global channel sales team of 8, led to establish an analytical channel sales management process between HQ and overseas offices, improving data quality from 30% to 90%+ in 6 months.
 - Vertically, co-managed Latin American and American channel business, including regional BP review, channel policy localization, onsite contract negotiations and MKT campaigns, helped US office reach 237% YOY (global avg. 65%) and led Brazil and Mexico offices to the global top 5 among all countries.
- Solution Deployment Region Owner (08/2012 – 06/2014) of CRM-LTC Mgmt. Transformation Project*
- Innovation**
- Optimized global deployment process for contractual data management solution, reducing the deployment costs by 70%, improving the post-deployment quality from 50% to 80% within one month.
 - Led the business team in IT system upgrades; led to optimize the system structure and user privilege matrix in V3, and integrated 10 business systems in V4, improving the project ROI from 300% to 368%.
- HOTAPPMARKET Beijing, China
Co-Founder 12/2011 – 05/2012
- Entrepreneurship**
- Led 5+ international marketers, 2 UI designers and a developer to build a cross-sourcing app-producing platform with over 4 million RMB in committed capital
- GROUPON CHINA Changchun, China
Sales Director & Jilin City Manager 02/2011 – 08/2011
- Management**
- Optimized the sales team operation process, increased “A” deal percentage from <30% to >85%.
 - Pivoted the target vertical market from local service/restaurant to national B2C, improving margin from 2% to 12% and contributing 50% of Jilin province gross profit.
- Leadership**
- Built and trained Jilin City team of 12, and launched business in 3 weeks, leading Jilin City to top 2 among all tier 4 cities in Groupon China