Sneha Shrikrishna Chaudhari

Graduate Assistant,
Advisor: Tom Mitchell
LTI, Carnegie Mellon University

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EDUCATION

- **Carnegie Mellon University (CMU)** *Aug 2014 - present*
  Masters in Language Technologies, Language Technologies Institute
  CGPA: 3.55/4

- **Indian Institute of Science (IISc)** *Aug 2009 - Jul 2011*
  Master of Engineering in Computer Science and Automation
  CGPA: 6.6/8 (FIRST CLASS)

- **University of Pune (MIT, Pune)** *Aug 2005 - Jul 2009*
  Bachelor of Engineering in Computer Science and Engineering
  Grades: 68.6% (DISTINCTION)

RESEARCH INTERESTS

- **Machine Learning and Data Mining** - Unsupervised and Semi-supervised learning, Statistical Techniques for Large Scale Learning, Probabilistic Graphical Models, Matrix Factorization Techniques

- **Applications** - Recommendation Systems, Information Extraction, Natural Language Processing

PUBLICATIONS

- 'Improving Distant Supervision for Information Extraction Using Label Propagation Through Lists' In Empirical Methods and Natural Language Processing(**EMNLP**), 2015

- 'FoodSIS: A Text Mining System to Improve the State of Food Safety in Singapore' In International ACM Conference on Knowledge Discovery and Data Mining(**KDD**), 2014

- 'Average Overlap for Clustering Incomplete Data using Symmetric Non-Negative Matrix Factorization' In International Conference on Pattern Recognition(**ICPR**), 2014

- 'Unsupervised Focus Group Identification from Online Product Reviews' In International Conference on Pattern Recognition(**ICPR**), 2014

- 'Learning from Positive and Unlabeled Examples using Maximum Margin Clustering'. In International Conference on Neural Information Processing (**ICONIP**), 2012

- 'Multi-Regularization for Fuzzy Co-clustering'. In International Conference on Neural Information Processing (**ICONIP**), 2013

- 'A Practical Approach for Target Tracking in Sparsely Deployed Binary Sensor Network'. In IEEE International Symposium on Modeling and Simulation of Computer and Telecommunication Systems(**MASCOTS**), 2012
  2 citations: http://goo.gl/EuyZN1

- 'Efficient target tracking through binary-detection in sparsely deployed WSN'. In International IEEE Conference Communication System and Networks (**COMSNETS**), 2011
  8 citations: http://goo.gl/FofyRf

- 'Entry-Exit Based Target Tracking using Non-Overlapping Sensor Deployment'. In Student Research Symposium of International IEEE Conference High Performance Computing(**HiPC**), 2010
  2 citations: http://goo.gl/T9h4r0
  Best Paper Award

INVENTION DISCLOSURES

- 'System and Method for Probing Customers and Making Offers in Interactive Settings'.

- 'Unsupervised Detection of Representative Reviewers from Product Reviews'.

HONORS AND AWARDS

- James R. **Swartz Entrepreneurial Fellow**, 2015

- **Best Paper Award** in (HiPC)-SRS, 2010

- **Won first prize** in B.E. project competition by Computer Society of India, 2009

- Cleared Graduate Aptitude Test in Engineering(GATE) with **99.6%(All India Rank 172 out of 43,170 students who appeared for CS)**, 2009

- Cleared **National Talent Search Examination(NTSE)** by NCERT and got qualified for the award of scholarship, only 500 students were selected from India out of more than 1,50,000

WORK EXPERIENCE	• **Graduate Assistant, Carnegie Mellon University**	*Sep 2014 - present*

WORK EXPERIENCE

- **Graduate Assistant, Carnegie Mellon University** — *Sep 2014 - present*
  - Semi-Supervised Learning using Programming with Personalized PageRank(ProPPR)
  - News Article Recommendation using Never Ending Language Learner(NELL)
- **Software Engineer, IBM Research Lab, India** — *Sep 2011 - Feb 2014*
  - Food Safety Information System(FoodSIS)
  - Directed Customer Probing(DCP)
  - Recruitment Analytics (RA)
- **Summer Intern, IBM Research Lab, India** — *May - Aug 2011*
  - Multi-Regularized Fuzzy Co-clustering

RELEVANT COURSE WORK

Machine Learning, Deep Learning, Machine Learning for Large Datasets, Machine Learning for Text Mining, Structured Prediction, Algorithms for Natural Language Processing, Data Mining, Information Retrieval, Convex Optimization, Linear Algebra, Design and Analysis of Algorithms

COMPUTER PROFICIENCY

- Softwares/Tools: SPSS, DB2, UNICA, ILOG, WAS (IBM), LS-SVMLab, LIBSVM, SVM-Light, RankSVM (libraries for SVM), SeDuMi, Mosek, Cplex, Matlab optimization toolbox (Optimization Tools)
- Scientific Computing: Matlab, Octave
- Programming language: C, C++, Java, Python

SELECTED RESEARCH PROJECTS

- News Article Recommendation using NELL
  (with Prof. Tom Mitchell, Machine Learning Dept, Carnegie Mellon University)
  - A **knowledge graph based** news article recommendation system
  - Finds relations between article entities and entities of user interest
  - Work presented at **Yahoo Summer Science Week**, 2015
- Semi Supervised Learning using ProPPR
  (with Prof. William Cohen, Machine Learning Dept, Carnegie Mellon University)
  - SSL methods as **logic programs in ProPPR**, a probabilistic first-order language
  - Soft constraints incorporated by specifying behavior of random walks through a graph of classifiers
  - **Work published in EMNLP, 2015**
- Food Safety Information System(FoodSIS)
  (with Dr. Jayant Kalagnanam, IBM T J Watson Center, USA)
  - Aims to monitor, analyze, forecast and report environmental concerns
  - **Currently used by National Environmental Agency(NEA), Singapore**
  - **Work published in KDD, 2014**
- Directed Customer Probing(DCP)
  (with Dr. Vinayaka Pandit, Dr. Rohit Lotlikar, IBM Research Lab, India)
  - Real time, **dynamic recommendation system** for directed customer **probing and product offering**
  - Demonstration of approach in a banking scenario with a 3 month pilot and 20% increase in offer sales
- Automatic Focus Group Identification from Online Product Reviews
  (with Dr. Rashmi Gangadhariah, Dr. Balakrishnan Narayanswamy, IBM Research Lab, India)
  - First attempt at defining and handling the problem of identifying focus group members automatically for reviewing a new product before release
  - **Unsupervised** detection by building a **probabilistic generative model** from online product reviews of existing products
  - **Work published in ICPR, 2014**
- Average Overlap for Clustering Incomplete Data using SNMF
  (with Prof. M. Narasimha Murty, CSA, IISc, India)
  - Average Overlap statistical technique and Symmetric Non-Negative Matrix Factorization for clustering incomplete data
  - **Work published in ICPR, 2014**
- Learning from Positive and Unlabeled Examples
  Masters Thesis: *Guide: Prof. Shirish K. Shevade, CSA, IISc, India*
  - Applications: Relevance Feedback Technique, Spam Email Filtering
  - Proposed two approaches using: i)Maximum Margin Clustering ii)Constrained Logistic Regression with Majorization-Minimization algorithm
  - **Work published in ICONIP, 2012**
- Cost efficient target tracking in Wireless Sensor Networks
  (with Dr. Vaishali Sadaphal, TRDDC, Pune, India and Prof. R. K. Ghosh, IIT, Kanpur, India)
  - Use of naive binary sensors to propose a **cost efficient** method for target tracking
  - Contributed to formulation and implementation of problem as a **QCLP optimization problem**
  - Work published in HiPC(2010), COMSNETS(2011), MASCOTS(2012)

RESUME

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Andrius Didziulis

EDUCATION

2016 *(expected)* Carnegie Mellon University Pittsburgh, PA, USA
Master degree in Information Systems Management
Relevant courses: Professional Speaking, Object Oriented Programming with Java, Economic Analysis, Business English
Awards: James R. Swartz Entrepreneurial Fellow 2015-2016,
#2nd place in Keith Block Entrepreneurial Contest 2015

2011 Vilnius University Vilnius, LTU
Bachelor degree in Economics
Relevant courses: E-commerce, Informatics, ICT, Microeconomics, Statistics, Macroeconomics, Management, Yearly Paper on E-commerce in Lithuania. Internship at PathMotion in France and Exchange studies in South Korea.

2007 Vilnius Lyceum Vilnius, LTU
Graduation diploma with honors from the leading high school in Lithuania.

EXPERIENCE

2011 October – 2015 August nSoft Ltd. Vilnius, LTU
Project Manager
- Completed project planning phase in Lithuania's information system for SNOMED CT project, which are to be used by Lithuanian medics.
- Coordinated software development projects of leisure industry ERP: direct debit payments, API for online payments, app payments, reports on sales and visitor traffic, printable forms for coupons and invitations.
- Finished 14 projects of developing ERP and access control systems.

2011 February – 2011 May PathMotion S.A.S. Paris, FR
Marketing and Product Development Intern
- Improved the product – a website of career advice services – by offering and testing new features.
- Researched business environment, looked for new academic partners.

2007 September – 2010 April VU Students' Representation Vilnius, LTU
Member and Coordinator
- Fundraised more than USD 30,000 as Coordinator of Career Days'11 Sales.
- Was in the organizing body of 12 social and entrepreneurial projects.
- Was elected as Chairman of Parliament, the highest governing body of the organization, and initiated changes in its administrative work

TECHNICAL SKILLS   Programming (Delphi, PHP, SQL, HTML, CSS, JAVA) and working with Axure RP, UML, MS Office and Adobe Photoshop.

SPECIAL ACTIVITIES
- Board member of Vilnius Lyceum Alumni Association'13-15.
- Participated in Mission Siberia'11 – popular patriotic social project for the purpose to educate youth about history of Lithuanians' deportations.

JAMEEL D. FRANCIS

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS — Pittsburgh, PA
*Master of Business Administration – **MBA*** — 5/17
- Concentrations: **Operations, Entrepreneurship, Strategy**
- Honors: Swartz Entrepreneurial Fellow, MLT MBA Professional Development Fellow, and Toigo Associate
- Membership: Operations Club, Business & Technology Club, Graduate Entrepreneurship Club

UNIVERSITY OF MARYLAND — College Park, MD
Bachelor of Science in Electrical Engineering — 5/08
- Honors: Freshman Academic Excellence Award, Dean's List
- Membership: Alpha Lambda Delta Honor Society, National Society of Black Engineers

EXPERIENCE

TRANSELATED — Washington, DC
Co-Founder & CEO — 06/13-Present
- **Strategic Leadership**: Established e-commerce platform and distribution sales channel within 7 months of company formation by conducting market research, and creating the company's go-to marketing strategy, which led to strong online and offline sales
- **Management & Teamwork**: Managed and collaborated with an 8 person cross-functional team which led to revenue of over $15,000 during the first seven months of operation
- **Creativity**: Crafted marketing activities such as blogging, chalking side walks, creating videos to share across social media, and cross-promotion sales with non-competing businesses, all of which resulted in a positive ROI
- **Strategy:** Saved over $3,000 in outsourcing costs over a six-month period by conducting a cost-analysis to evaluate the effects of printing in-house or out-house, which led to surplus cash for creating Pop-up Shops

GENERAL DYNAMICS IT — Fort Meade, MD
Senior Network Engineer Consultant — 10/14-06/15
- **Project Management**: Migrated government traffic from dedicated servers to commercial Cloud infrastructure by managing multi-disciplinary team implementing configuration changes which led to a reduction in the Defense Information System Agency (DISA) operating costs
- **Teamwork:** Developed DISA Cloud Connection Guide by collaborating with multifunctional project team collecting and synthesizing cogent steps from diverse data sets which led to a reduction in onboarding time for each customer connecting to the DISA Cloud Network
- **Analytical Thinker**: Solved bandwidth constraints by conducting packet analysis and discovering causes of network bottlenecks which led DISA Cloud Network to onboard additional customers

RELIATRUST TECHNOLOGY, INC — Adelphi, MD
Mid-Level Network Engineer Consultant — 01/12-06/13
- **Result Driven**: Enabled geographically dispersed Army researchers to collaborate by establishing site-to-site connections between Army Research Laboratories which led to ground-breaking research findings
- **Efficiency**: Created visibility on over 500 devices for fault tolerance and network sustainment by streamlining the process for configuring multiple network devices simultaneously which led to a reduction in network outages

BOOZ ALLEN HAMILTON — Herndon, VA
Senior IT Consultant (05/11-01/12) — 06/08-01/12
IT Consultant (06/08-05/11)
- **Independent Thinker**: Solved DoD client's security challenges by conducting network reconnaissance, analyzing historical attack vectors, and identifying trends in the data collected to deploy a secure robust enterprise network
- **Analytics**: Established accurate requirements for client by scrutinizing tactical communication requirements that were not properly vetted before being voted on; this created an IT network more aligned with the client's exact need
- **Problem Solving**: Synthesized data extracted from lab test and delivered an impactful report to the DoD client which led to the client's dynamic routing issues being solved

ADDITIONAL INFORMATION

- Interests: Traveling: traveled to Korea, Brazil, Balearic Islands, Spain, Italy, Germany | Reading financial and technology magazines | Brainstorming new art concepts | Fitness
- Leadership Activities: Founded and operated Kollegebound Learning (KBL), where for 5 years I managed over 14 staff to tutor and mentor young students, and generated over $42,000 in revenue within the first two years
- Certifications: Cisco Certified Network Associate, Certified Ethical Hacker, ITILv3 Foundations, CPT, Security+

Sakshi Goel

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Education

CARNEGIE MELLON UNIVERSITY   **Pittsburgh, PA**
Masters of Science in Engineering and Technology Innovation Management. GPA – 3.91/4   *May 2016*
- Courses: New Product Management, Strategy & Management, Strategic Marketing, Finance, and Managerial Economics.
- Project: Process Based Cost Modeling (Tesla Batteries, Gigafactory) and Demand Analysis (Tesla Vehicles).
- Project: Built a commercialization strategy for a new product idea in soft electronics. Presented to 30+ angel investors.

Masters of Science in Electrical & Computer Engineering. GPA – 3.91/4   *May 2016*
- Courses: Machine Learning, Mobile Pervasive Computing, Web Development, Computer Systems, and Mobile Security.
- Research Assistant: Built an Android App for a next generation speech recognition & dialogue management technology.
- Project: Designed an electronic marketplace to bid and negotiate for resources for a cross-layered wireless system.

UNIVERSITY OF PUNE (Vishwakarma Institute of Technology)   **Pune, India**
Bachelors of Technology in Computer Science. GPA (WES) - 3.99/4   *May 2013*
- Android application development instructor, Football team & Women's Sports Chair.

UNIVERSITY OF LONDON – (London School Of Economics)   **London, UK**
Bachelors of Science Economics and Management (Distance Learning, 2 courses pending)   *May 2016*

Experience

VERIZON (Big Data Lab)   **Palo Alto, CA**
Product Management Intern   *Summer 2015*
Location Data Monetization Strategy
- Analyzed the technology (GPS, Beacons, Cell towers &Wi-Fi) and the market (startups to large cooperation's) to originate 5 competitive product strategies to monetize location data. Drafted the product features and technical requirements.
- $6.6M development budget or an acquisition is being finalized for one of the selected product strategies.

Growing Verizon's Advertising Scale (Led team of 3 interns)
- Implemented algorithms that will enable Verizon to target their Non-Opt Out customers growing Ad scale by 7.4X.
- Crafted a method to increase or decrease the number of people reached by varying the accuracy of the target audience.

KREATE LABS INC.   **Mountain View, CA/ Pune, India**
Co-Founder & Chief Technology Officer (5 employees)   *June 2014 – Sept 2015*
- Led the product development for a 3D printing marketplace (www.kreatelabs.com). Key features of the web-platform are in-browser 3D model editing, instant quotations and automatic printer selection from our network of 450+ 3D printers.
- Built a business development plan to leverage aggregators using our pricing API. Led operations with 9 customers in USA.
- Global sales of $75K+ have been achieved with large orders from TVH (Belgium) and Freescale Semiconductors (USA).

DELOITTE CONSULTING INDIA PVT. LTD.   **Mumbai, India**
Business Technology Analyst   *Jan 2014 - Aug 2014*
- Analyzed SNAP and TANF policies of Kentucky State, and coordinated the development of the business rules.
- Conducted gap analysis of the financial and non-financial modules to evaluate the reusability of the existing solutions.
- Performed risk analysis for integration of the architecture and designed the entity relationship module for the system.

NVIDIA CORPORATION   **Pune, India**
System Software Engineering Intern (20-30 hours/week). Best senior project award   *May 2012 - May 2013*
- Conceptualized and developed a 'Camera Splitter' in the NVIDIA Camera-HAL that enabled for the first time simultaneous HD video recordings at different resolutions, bit-rates, and frames per seconds (FPS) via a single camera.
- Optimized the solution by enhancing the Multimedia frameworks (OpenMAX and Stagefright) at various layers.
- Built Android applications that proved that the multiple video recording feature, would allow simultaneous capture (save to device) and upload (stream online) of videos, and the reduce lag faced during multiparty videoconferencing.

GENERAL MOTORS (Command Centre)   **Detroit, MI**
Crisis & Supply Chain Management Intern   *Summer 2012*
- Resolved critical supply chain (Excedy America & Yushin Korea) bottleneck issues to ensure zero impact on GM plants.
- Identified 3 suppliers with unique union affiliations; It will help GM act proactively in incase of a union strike.
- Coordinated with 13 plant managers to develop plans to safeguard the plants from the Longshoremen East Coast strike.

TATA TOYO   **Pune, India**
Business Analyst Intern   *Summer 2010*
- Performed market research and evolved a business case to establish a shared R&D center with a Japanese firm -TRAD.
- Identified the products suitable for the Indian market. Projected return on investment for the technology partnership.

DRISHAAN (Nonprofit)   **Pune, India**
Volunteer (5 hours/week)   *2010-2013*
- Led a key role in organizing an eye-camp, which reached out to over 800 under-privileged visually impaired people.
- Revamped patient registration process for eye-camps & vaccination drives by designing a database management system.

Awards and Skills

Awards: James R. Swartz Entrepreneurial Fellow (2015), CMU Fellowship (2015), Eta Kappa Nu (2015), SWE Fellowship (2014).
Technical Skills: Advanced: - Java, C and Android. Intermediate: - R, Python, SQL, Corticon, HTML, CSS, and JavaScript.

PROFESSIONAL EXPERIENCE

Consultant	09/2015 - Present	Applied DNA Sciences

APDN uses DNA to offer advanced and proven anti-counterfeit technology, product authentication, brand authentication, taggants and unique crime fighting products.
- Transitioning DNA manufacturing from Vandalia Research to APDN facility.

Chief Executive Officer	07/2012 - Present	Crosscutting Concepts

Crosscutting Concepts develops, manufactures, and markets innovative hands-on science education products for high school and post-secondary education. Key product lines include the Mystery of Lyle & Louise forensic science kits and Desolation: STEM kits.
- Developed and brought to market over 20 hands-on science education kits.
- Manage distribution channels throughout North America with all major suppliers (Amazon.com, Fisher, VWR, Carolina, Nasco, School Specialty).
- Secured $300k in debt and equity financing to fund product development and marketing.
- Conducted professional development for teacher end-users at numerous conferences and workshops.

Chief Executive Officer	06/2010 – 09/2015	Vandalia Research
Chief Operating Officer	01/2009 – 06/2010	Vandalia Research
VP, Business Development	01/2006 – 01/2009	Vandalia Research
Director, Business Development	03/2004 – 01/2006	Vandalia Research

Vandalia Research was the first company to successfully scale the polymerase chain reaction from an analytical tool to a viable large-scale DNA manufacturing process. Company acquired by Applied DNA Sciences in 2015.
- Co-inventor of the Triathlon PCR-based DNA production technology; exclusively licensed from Marshall University. Inventor on U.S. Patents 8,163,489; 8,293,471; 8,986,982. Additional international patents.
- Authored business plan and raised over $2.5MM in angel and venture capital financing. Secured $1.05MM Department of Defense appropriation for DNA vaccine research using pandemic influenza as a model.
- Negotiated and secured all major contracts and sales to the company. On average, doubled revenues each year from 2008-2012, while maintaining 60% GPM. In 2012, grew sales 460% compared to 2011 with 74% GPM.
- Managed and attended multiple tradeshows and conferences in the U.S. and abroad. Significant international experience in Europe and Asia. Company received "International Market Entry" awards from state of West Virginia for new international export activities in Canada, Japan, the UK, Austria, Norway, Germany and Italy.
- Managed staff of up to 20 and built manufacturing capability, including implementation of QA/QC system for DNA production.

| **Research Associate** | 06/2003 – 08/2005 | **Marshall University** |

Grant-funded position to develop DNA production technology later spun-out to Vandalia Research, Inc.

ADDITIONAL ACTIVITIES

| **Chair** | 10/2009 – 07/2015 | **Bioscience Association of West Virginia** |

Founding chair of the association, acting as an advocate and spokesperson for the bioscience industry in West Virginia.

- Organized and hosted First Annual West Virginia Biosciences Summit in 2011.
  - Attracted nearly 200 registered attendees from around the region.
  - Recruited multiple out-of-state biosciences companies to exhibit.
  - Spoke on behalf of the organization to state and local media.
- Lobbied WV legislature in support of high-growth business investment incentives.
- Represented WV and Vandalia Research at BIO Convention.
- Member of the BIO Council of State Biotechnology Associations (CSBA).
- Raised over $200k in grant funding in first years to fund operations of organization.

PRESENTATIONS & PUBLICATIONS

Scientific Presentations

- 2nd Vaccine Congress, Boston. <u>Large-Scale Linear DNA Vaccine Production Technology</u>. December 2008.
- International DNA Vaccine Conference, Las Vegas. <u>Large-Scale Linear DNA Vaccine Production Technology</u>. December 2008.

Publications

- Globus, T.R.; Norton, M.L.; Lvovska, M.I.; **Gregg, D.A**.; Khromova, T.B.; Gelmont, B.L. Reliability Analysis of THz Characterization of Modified and Unmodified Vector Sequences. Sensors Journal, IEEE. Mar 2010.
- Shen X.; Söderholm J.; Lin F.; Kobinger G.; Bello A.; **Gregg D.A.;** Broderick K.E.; Sardesai N.Y. Influenza A vaccines using linear expression cassettes delivered via electroporation afford full protection against challenge in a mouse model. Vaccine. Nov 2012.

EDUCATION

| **MBA Candidate** | 08/2015 – Present | **Carnegie Mellon University** |

- James R. Swartz Entreprenurial Fellow
- First Place, 2015 Hack-A-Startup Competition
- Concentrations in Entrepreneurship, Finance, and Strategy

| **Integrated Sci. and Tech.** | 08/2002 – 12/2009 | **Marshall University** |

- B.S. with a focus in Software Development. Minor in Mathematics.
- Additional coursework in entrepreneurship, biotechnology, and forensics
- WV Undergraduate Researcher of the Year, 2005
- WV Certificate of Achievement in Scientific Research, 2004

Simon R. Kalouche

Curriculum Vitæ

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✉ kalouche@cmu.edu
YouTube Page

Education

May 5th, 2016 — **M.S. Robotics**,
Carnegie Mellon University: Robotics Institute, School of Computer Science, Pittsburgh, PA,
National Defense Science and Engineering Graduate (NDSEG) Fellow
James R. Swartz Entrepreneurial Fellow.
GPA: 4.08 (4.00)

May 4th, 2014 — **B.S. Honors Mechanical Engineering** | **Entrepreneurship and Innovation Minor**,
The Ohio State University, Columbus, OH.
GPA: 3.84 (4.00) *Recipient of Ohio State's Outstanding Undergraduate Research Award*

Engineering Experience

Sept. 2014 - Present — **HEBI Robotics**, *Startup Company founded by 5 members of CMU's Biorobotics Lab*.
Swartz Entrepreneurial Fellow and Researcher   **Currently In Progress:**
- Product Development: Design & Testing for new modular actuators.
- Involed in constumer/sales acquisition, marketing, advertising, investor meetings, and manufacturing
- In charge of the manufacturing process for series-elastic actuators (GD&T, part quoting, scheduling)

August 2014 - Present — **Biorobotics Lab**, *Robotics Institute, Carnegie Mellon University*.
NDSEG Graduate Research Fellow
Advisor: Dr. Howie Choset.   **Research Currently In Progress:**
- Control of **Snake Monster**, a reconfigurable, multi-modal, mobile-manipulation, legged robot (hexapod/quadruped/biped) that uses modular series-elastic joint actuators. video
- Lead, manage, & advise the Snake Monster team consisting of 5-7 undergrad and masters students
- Designer of **CMU Puma**, a highly dynamic quadruped robot designed for maneuverability & agility.
  - Developed high-bandwidth, high torque density, low-impedance, force-controlled actuators.
- Design of novel robotic actuators (variable stiffness actuators, continuously variable transmission).

May 2013- August 2014 (Year-long internship) — **NASA Jet Propulsion Laboratory**.
Robotics Engineering Intern (JPLSIP) in the Extreme Environment Robotics Group (347C)
Advisor: Dr. Aaron Parness.   **Detailed Achievements:**
- Designer (mechanical, electrical, & software) of ACRobot: a gecko-adhesive enabled climbing robot prototype for inspection of the ISS. Received multiple awards on ACRobot's design (*see below*)
- ACRobot has flown successfully on NASA's Zero-Gravity flights (*Vomit Comet*) and been tested on several spacecraft materials & solar panels. video

August 2013– June 2014 — **Design Innovation & Simulation Laboratory**, *The Ohio State University – MechE Dept.*.
Student Researcher
Advisor: Dr. Haijun Su.   **Detailed Achievements:**
- Awarded NASA JPL Center Innovation Fund (CIF) used to established OSU/NASA-JPL research collaboration to continue development of ACRobot.
- Used NASA CIF to lead the development of DISL's rapid prototyping lab (*installed 3D printers, laser cutter, CNC mill, shape deposition manufacturing (SDM) lab, and machining/electronics tools*)

September 2013 – June 2014	**eNNOVEA life-medical**, *Senior Capstone Design project, The Ohio State University*.
	Mechanical and Electrical Hardware Lead **Detailed Achievements:**
	○ Designed smart, connected, IoT devices focused on helping elderly patients remember to take their assortment of daily pills on time.
	○ Electromechanical design of an automatic pill grinder and smart pill-storage unit
August 2011- May 2013	**U.S.A.F Special Ops Agile Rugged Terrain Vehicle Team**, *The Ohio State University*.
	Co-Founder & Student Researcher
	Advisor: Dr. Giorgio Rizzoni, Dr. Umit Ozguner. **Detailed Achievements:**
	○ Submitted a technical/business proposal for contract with the U.S. Air Force; **Awarded $250,000**
	○ Designed & built a prototype autonomous vehicle capable of transporting two soldiers over mountainous terrain. Vehicle design incorporates (patent-pending) control momentum gyroscope (CMG) stabilization system, projected to out perform all current off-road vehicles
	○ **Honors Undergraduate Research Thesis:** CMG Stabilization and Maneuverability of Inherently Unstable Vehicles & Mobile Robots video (http://hdl.handle.net/1811/59568)
	– Control/Simulations: CMG control for bicycle stabilization & advanced maneuvers (e.g. wheelies)
Winter 2012	**General Electric Aviation**, *Department: Military Life Management*.
	Mechanical Engineering Intern **Detailed Achievements:**
	○ Conducted Finite Element Stress, Heat, & Fracture Mechanics models to calculate expected life of compressor & turbine F110 military engine components. Used life analysis calculations to optimize weight & material costs of critical high performing engine stages
	○ Graduated GE Jet Engine Teardown School: assemble CF34 commercial turbofan jet engine.
September 2010 – June 2012	**Ohio State Buckeye Bullet 3 Team**, *Student operated applied engineering team*.
	Student Mechanical Engineer **Detailed Achievements:**
	○ 3rd Generation Buckeye Bullet uses two custom Venturi electric motors powered by LI-ON batteries; designed to safely exceed 450 mph (world record) link 1, link 2
	○ AC Induction Motor analysis and perfomance simulation. Generated thermal model for safely maximizing motor output to acheive 3000 hp, 2800 Nm torque, and 2,200 kW power.
	○ Finite Element Analysis (FEA) of driver cage, steel space frame chassis, & carbon-fiber monocoque
Summer 2011	**Tube City IMS**, *A global consultant of mill services thru all phases of steel production*.
	Financial Engineering Intern **Detailed Achievements:**
	○ Programmed an intricate, multi-function Excel macro (VBA) automating the development and status upkeep of large financial models. Includes contract status tracking, mapping of site locations, automatic currency converter, financial model summarizations, & automatic executive PowerPoint generation of key financials
Summer 2010	**Strauss Engineering**, *Injection Molding Manufacturing*.
	Quality Control Engineering Intern **Detailed Achievements:**
	○ Programmed a quality control system that inspects color of products via photo-spectrometer and returns a pass or fail dependent on certain tolerance libraries of light wavelength specific to each part. Program suggests corrections to injection molding press formula when parts fail.
September 2011 – June 2014	**The Ohio State University College of Engineering**.
	Undergraduate Teaching/Research Assistant **Detailed Achievements:**
	○ Teaching Assistant (3 years) for students in honors design, programming, & robotics courses
	○ Student Machine Shop Supervisor
	○ Student researcher at OSU's Center for Automotive Research (CAR), Control and Intelligent Transportation Research (CITR) lab, & the Design Innovation & Simulation Lab (DISL)

Side Projects

2014-Present **AutoPilot Robotics**, *Smart automotive devices (not officially registered).*
Co-Founder, Mechanical/Hardware Engineer   **Detailed Achievements:**
- Developing modular hardware and smart-phone based software systems for retro-fitting any vehicle with semi-autonomous, self-driving capabilities. Currently in research & development phase. Developing cruise control and traffic taxiing systems for autonomous highway steering.
- Created by 5 Carnegie Mellon Masters Robotics Students in 2014.

Computer Skills

CAD/CAM:	SolidWorks, CamBam, Altium	Programming:	MATLAB, Simulink/SimMechanics, Arduino (C), Mathematica, LabView, Microsoft VBA, Python, C/C++
FEA/CFD:	Abaqus, ADAMS, COSMOL	Miscellaneous:	LaTeX, MS Office, Logic Pro Studio

Additional Skills, Interests, and Hobbies

- Fabrication: Traditional Machining, CNC, 3D-Printing, Shape Deposition Manufacturing (SDM), Laser Cutting, Welding, Injection Molding
- Electronic Prototyping: PCB Design, Microcontrollers, Embedded System Design

Honors, Awards, and Achievements

- Awarded **National Defense Science and Engineering Graduate Fellowship** (NDSEG)
- Awarded **James R. Swartz Entrepreneurial Fellowship** Swartz Fellowship Page
- Awarded **NASA Space Grant Consortium Graduate Fellowship**
- Awarded **NASA JPL** Center Innovation Fund, 2014
- Awarded best applied paper at IEEE SSRR 2015
- Awarded **1st place** in Carnegie Mellon's Mechatronics 2015 Competition, $5k prize.
- Awarded **1st place** in Ohio State's 2014 Denman Undergraduate Research Forum $1k prize
- Recipient of Ohio State's **2014 Outstanding Undergraduate Research Award**
- Awarded **2nd place** in 2014 ASME Student Robot Design Competition (Buffalo, NY)
- Recipient of Honorable Mention for **2014 NSF Graduate Research Fellowship** (NSF)
- Awarded **NASA JPL** Summer Undergraduate Research Fellowship (SURF), 2013 & 2014
- Awarded **1st place** in The Ohio State **Entrepreneurship New Venture Creation competition**. Founded a Student based Summer Moving and Storage Service company

Media

- Chicago Museum of Science and Industry (WGN TV): MSI's Robot Block Party!
- IEEE Spectrum: Video Thursday: Snake Monster on Stairs
- IEEE Spectrum: Video Monday: Robot Snake Monster
- Reuters: Serpent robot evolves into Snake Monster
- CNET: 'Snake Monster' robot has snake-bots for legs
- Pittsburgh Post-Gazette: CMU innovation means robots can be quickly customized

- ○ Ohio State Department of Mechanical Engineering:Accomplished Senior Simon Kalouche Earns Two Awards for Graduate Level Study
  - ○ Ohio State Department of Mechanical Engineering:Kalouche Earns First Place Award at Denman Research Forum

Conference Talks

[5] 2015 IEEE International Symposium on Safety, Security, and Rescue Robotics. Purdue, IN, USA.

[5] 2015 Dynamic Walking Conference. Columbus, OH, USA.

[4] 2015 Adaptive Motions for Animals and Machines (AMAM). Boston, MA, USA.

[3] 2015 DARPA Robotics Challenge Finals. Pomona, CA, USA.

[1] 2014 International Conference on Intelligent Robots and Systems (IROS). Chicago, IL, USA.

[2] 2014 ASME International Design and Engineering Technical Conference: Mechanisms and Robotics. Buffalo, NY, USA.

Publications

[1] S. Kalouche, D. Rollinson, H. Choset. "Modularity for Maximum Mobility and Manipulation: Control of a Reconfigurable Legged Robot with Series-Elastic Actuators", *IEEE/Safety, Security, and Rescue Robotics 2015*, West Lafayette, IN 2015. (*Awarded Best Paper*)

[2] A. Parness, R. Smith, C. Fuller, N. Wiltsie, **S. Kalouche**, D. Ruffato, M. Dadkhah, J. Karras, K. Carpenter, M. Spenko. "Zero Gravity Robotic Mobility Experiments with Electrostatic and Gecko-Like Adhesives Aboard NASA's Zero Gravity Airplane", 66th *International Astronautical Congress*, Jerusalem, Israel. 2015.

[3] S. Kalouche, N. Wiltsie, H. Su, A. Parness. "Inchworm Style Gecko Adhesive Climbing Robot", *IEEE/International Conference on Intelligent Robots and Systems*, Chicago, USA 2014.

[4] H. Yetkin, **S. Kalouche**, M. Vernier, G. Colvin, K. Redmill, U. Ozguner, *et. al.* "Gyroscopic Stabilization of an Unmanned Bicycle", *IEEE/American Control Conference, Portland, Oregon*, 2014.

[5] Kalouche, Simon. "Control Moment Gyroscope Stabilization and Maneuverability of Inherently Unstable Vehicles and Mobile Robots", *Honors Undergraduate Research Thesis, The Ohio State University, Department of Mechanical and Aerospace Engineering*, Columbus, Ohio 2014. http://hdl.handle.net/1811/59568

[6] S. Kalouche. "Design of a Zero-Gravity Climbing Robot Using ON/OFF Gecko Adhesives.", *Caltech Undergraduate Research Journal*, Pasadena, California. Winter 2015.

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EDUCATION

Carnegie Mellon University – Pittsburgh, PA
M.A. in Design | Expected Spring 2016
1-year in depth study of design, focused on developing solid interaction design skill sets and mastering design thinking techniques for product/service development.
Organizations: James R. Swartz Entreprenuer Fellow, Lunar Gala.

Parsons The New School for Design - New York, NY
Intensive Studies | Summer 2015
Graphic Design 3-Week Intensive working with Adobe Creative Suite tools.
Fashion Sewing and Construction 3-Week Intensive to create rack-ready garment.

University of Southern California - Los Angeles, CA
B.S. in Computer Science | Spring 2011
Award: 2nd Place in KIEUL Viterbi Senior Engineering Design Expo.
Scholarship: Grace Hopper Celebration of Women in Computing Conference.
Delta Phi Kappa: Head Web-Master and Pledge Social Chair.

CRYSTAL.AURELIA.LIN

SKILLS

Interaction Design
Sketch
Illustrator
Photoshop
HTML5
CSS
InDesign
After Effects

Product Management
Agile Development
Product Requirements
Product Specs
Scrum Methodology
Wireframes and Mockups
Quality Assurance
A/B Testing

Programming
Java
Javascript
JQuery
Angular JS
Node.js
C / C++

Data Analytics
MySQL
SQL
T-SQL
Excel
Google Analytics

WORK EXPERIENCE

Yapstone, Inc. – San Francisco, CA
Software Engineer | June 2011 – June 2015
• Involved in experimental team for platform re-architecture and implementation of a flexible data model to address concerns in scalability of existing systems.
• Produced requirements and designed new API payment channels through mobile and SMS. Spearheaded custom integration features with a major client.
• Researched data for visitor traffic conversion rates, email click-throughs, customer retention rates, and user page-flows for development of new UI.
• Played key role as front and backend developer to launch new updated UI for client-interfacing platform, which brought in $2 million in additional revenue. Maintained tasks and development plan for the engineers on team.
• Used agile development and scrum methodology to meet production cycles.

The Sixth Tractate – San Francisco, CA
Fashion Blogger | December 2012 – August 2013
• Started and operated fashion blog as creative director. Reached up to 100k Instagram followers, 600 page views per blog post.
• Editor's Favorite as Lucky Magazine Contributor, regular pick in Teen Vogue Fashion Click publications, winner to Lucky FABB Conference in 2013.

Altos Design Automation / Cadence Design Systems – San Jose, CA
Software Developer Intern | Summer 2009
• Responsible for enhancing LCPlot (Library Characterization Plot), a waveform viewer, by visualizing data file and highlighting selected data on graph.
• Used Open GL X11/Motif toolkit for graphic user interface and learned C-Shell scripting on Linux platform to expedite tasks.
• Company was acquired by Cadence Design Systems in 2011.

Victoria's Secret – San Jose, CA
Sales Associate | Summer 2007
• Provided customer service and floor coverage, working to meet sales goals and promote brand loyalty.

LISA OTTO

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Professional Experience

June 2014 – Present

Freelance UI/UX Designer

Worked with clients to define user requirements, built prototypes for testing with internal stakeholders and users, designed mocks with development-ready specifications

Select clients include: Underdog.io

August 2014 – June 2015

ZenoRadio | UX Designer *(Contract)*

Developed product plan in collaboration with development team, designed interfaces for web and Android/iPhone applications, advocated for user-centered strategy, built prototypes and conducted testing with users

March 2013 to May 2014

NCTA | Interactive Designer

As sole in-house designer, worked with digital team to upgrade existing web properties to new responsive designs, collaborated with internal and external developers, content creators, and project stakeholders to determine project requirements and user needs, built wireframes and UI mock-ups based on context-specific requirements, performed front-end coding to develop designs

January 2012 to May 2014

Parsley & Sprouts, LLC | Partner/Designer

Founded web studio serving small business and creative industry clients – guided clients often unfamiliar with best practices for web through content strategy and site architecture, designed concepts and UI mock-ups tailored to client's brand strategy, performed quality assurance testing throughout development process to ensure sites met technology requirements and maintained cross-browser compatibility

Select clients include: Books@Work, David Lefkowitz, DDUGOFF

June to September 2010

Minneapolis Institute of Arts | Graphic Design & Marketing Intern

Designed public program collateral for tours and events, developed marketing campaign targeting youth attendance of lectures

Education

September 2015 to May 2017 *(expected)*

Carnegie Mellon University, Pittsburgh, PA | MDes Interaction Design

September 2006 to June 2010

Carleton College, Northfield, MN | BA Cinema and Media Studies
Magna Cum Laude

Skills & Technology

- User Research, User Testing, Wireframes, Prototyping (with Invision, paper, etc), Heuristic Evaluations

- HTML5/CSS3 (CSS preprocessing SCSS/Compass)

- CS Photoshop, Illustrator, InDesign, After Effects

Awards

GD USA Inhouse Design Awards (2014)
Internet Design | 2014.thecableshow.com

Featured on thebestdesigns.com, bestwebgallery.com, webdesignledger.com, abduzeedo.com, cssdesignawards.com (2013) booksatwork.org

GD USA Graphic Design Awards (2013)
Internet Design | bandrautotrucksalvage.com

GD USA Inhouse Design Awards (2012)
Internet Design | lakeregionmedical.com

IVAN PISTSOV

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS   Pittsburgh, PA
*Master of Business Administration – **MBA***   5/17
- **James R. Swartz Entrepreneurial Fellow**
- Concentrations: Entrepreneurship, Marketing, Operations Management
- Data Analytic Club, Graduate Entrepreneurship Club

URAL STATE TECHNICAL UNIVERSITY   Ekaterinburg, Russia
Bachelor of Science in Finance and Banking   *GPA: **3.7/4.0***   5/02

EXPERIENCE

AMEGA ENGINEERING (Production of industrial automation systems)   Ekaterinburg, Russia
Director, Co-founder   09/11-4/15
- **Result Driven:** Re-organized internal business processes, passed regular tasks to less qualified personnel and employed best engineers with most challenging ones so the company could obtain a scalable structure that allowed it to handle very diverse and complicated projects
- **Problem Solving:** Identified serial processes to outsource, went on the Guangzhou Trade Exhibition in China and found contractors for cases, PCBs and assemblers, which divided expenses on our serial products by half
- **Leadership:** Managed a team of 4 engineers of the base team and 8 temporary employees - engineers, technology experts and millwrights - whom we attracted part-time to keep our fixed expenses low
- **Client Development:** Increased a year turnover from $200k to $2m in 3 years through personal sales on the executive level and negotiating new contracts with current customers

VODA ACADEMICHESKAYA (Production and distribution of drinking water)   Ekaterinburg, Russia
Co-founder   8/12-6/15
- **Project Management:** Managed several construction teams to build up a workshop, and millwrights to settle a production line for bottled water, with a record of 6 months from a bare land to completed production facility
- **Business Development:** Optimized production and distribution processes that led to more efficient use of time by production employees and reduced idle-running of expeditors
- **Organization**: Reduced time to settle all legal issues, including conducting necessary tests and obtaining certificates and other mandatory paperwork, from 1 year to 6 months

URAL CARGO SERVICE (International airplane delivery of fashion goods)   Ekaterinburg, Russia
Director, Co-founder   9/03-03/09
- **Initiative:** Started a company from scratch with $0 investment, contracted agents in Italy, UAE and in Russia and convinced our first clients to try our service
- **Marketing:** Attracted more than 30 customers ranging from small boutiques to large fashion groups from more than 20 cities across Russia through phone negotiations and personal meetings
- **Client Relations:** Managed client service, attained trusting customer and personal relationships with most owners and CEO's
- **Process improvement:** Automated business processes, developed an initial MS Access data base, and supervised it's transfer to a new framework and further development of the software

ADDITIONAL INFORMATION

- **Languages:** English, Russian (native)
- **Civil Leadership:** Actively participated in organization of fair elections aimed to give a right of voice to oppositional parties despite severe contractions from pro-Putin authorities
- **Volunteering:** Participated in several civil anti-corruption projects aimed to control government and municipal expenses; Organized and participated in projects supporting orphanages in Ekaterinburg and surroundings
- **Interests:** A marathon cyclist: Pittsburgh-DC (335 ml in 36 hrs), Ekaterinburg - Genova, Italy (3700 ml 33 days)
- **Technology**: Recurrent translator for popular Russian tech blog, focused on articles about future and tech

JOSHUA MORGAN SIRCHIO

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PROFESSIONAL EXPERIENCE

Spring Marketplace   Nashville, TN
First Hire, First Growth Market   November 2013 – June 2015
- **Management and Teambuilding:** Owned Nashville strategies for merchant acquisition, customer enrollment, and market monetization; reported directly to Founder; scaled 42-employee Chicago office to 5 employees in Nashville.
- **Strategic Thinking:** Led company pivot in focus from loyalty to insights, tightening average sale cycle by 33%, increasing monthly sales volume 150%, and prompting investors to second round of convertible debt funding.
- **Iterative Design:** Mapped out company-wide sales process, client onboarding strategy and sales/program manager division of duties with Founder and Vice President of Sales.
- **Growth Hacking:** Structured incentives for staff of client merchants, resulting in enrollment of 150,000 customers.
- **Sales Experience:** Responsible for 70%+ of Nashville sales revenue, 25%+ of company sales revenue in FY2014.
- **Results Focus:** Signed first multi-location corporate account to company portfolio (Taziki's, 46 locations).

NATIVE Magazine   Nashville, TN
Founding Team, Product & Business Development   October 2011 – November 2013
- **Value Opportunity Analysis:** Led all project management efforts for NATIVE's physical, digital and event products.
- **Organizational Leadership:** Drove to profitability by 4th monthly issue by managing production cycle, distribution and 6-member sales team.
- **Business Development:** Secured key partnerships with Nashville Mayor's Office, Nashville Symphony, Frist Center for the Visual Arts and others to establish NATIVE as leading authority in changing cultural landscape.
- **Creativity:** Leveraged capital to offset overhead by opening MOONBASE, a 3,000 sq. ft. shared workspace.
- **Initiative:** Created and signed $200,000 worth of ad campaigns via self-generated leads within first year.

Arduin, Laffer & Moore Econometrics   Nashville, TN
Healthcare Market Analyst, Business Development   July 2010 – October 2011
- **Lean Methodology:** Modeled new core of business in a suite of subscription services and proprietary products.
- **Analytical Skills:** Informed health policy outcomes in 10 states by researching, co-writing, and presenting papers.
- **Efficiency:** Redesigned website, created and maintained databases and increased total sales revenue by 25% in first year.

EDUCATION

Carnegie Mellon University – Integrated Innovation Institute   Pittsburgh, PA
James R. Swartz Entrepreneurial Fellow   Expected 2016
Master of Integrated Innovation for Products & Services
- **Discipline:** Awarded Innovation in Action Grant to continue developing final glass cleanup solution.
- **Human-Centric Design:** Winner among 25 entrants in College of Engineering's annual Impact-a-thon competition.
- **Intellectual Curiosity:** Inspired ongoing faculty research with thesis on academic entrepreneurial ecosystems.

Vanderbilt University   Nashville, TN
Bachelor of Arts: Political Science and English & History   2010
Minor: Corporate Strategy
- **Hustle:** 2010 Senator of the Year, Vanderbilt Student Government (inaugural winner)
- **Lateral Leadership:** Created Student-Run Business Program, securing 2 campus facilities and $30,000 University budget allocation to promote experiential learning outcomes with administrative, alumni and municipal support.
- **Consistency:** 2x Winning Team Leader, Undergraduate Marketing Plan Competition (Fall 2009 & Spring 2010)

ADDITIONAL DISTINCTIONS
- Volunteering on Due Diligence Team for Blue Tree Allied Angel Investors beginning January 2016
- Nashville's *30 Under 30* (2016 Finalist)
- MBA Math: perfect scores on all 21 modules in Finance, Statistics, Accounting and Excel (2015)
- Mentor, Nashville Entrepreneur Center (2013-2014)
- Managed private sales of Rosa Parks's Estate, *USS Sequoia*, Black Star of Queensland, and Picasso's *Gemmaux*
- Curated $2.9 million worth of approved items across two auction events at Guernsey's Auction House

ROB SOUTHERN

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS   Pittsburgh, PA
*Master of Business Administration – **MBA***   ***GMAT: 710/800***   5/17
- Concentrations: **Entrepreneurship, Finance, Organizational Behavior**
- Honors**:** James R. Swartz Entrepreneurial Fellow, Students in Entrepreneurial Studies Scholarship
- Memberships: Graduate Entrepreneurship Club, Graduate Finance Association

EMORY UNIVERSITY   Atlanta, GA
Bachelor of Arts in Political Science   ***GPA: 3.7/4.0***   5/05
- Honors: Dean's List

EXPERIENCE

LUCID DESIGN GROUP (*VC-backed software firm developing an operating system for buildings*)   Oakland, CA
Director of Operations reporting to VP of Customer Success   7/14 – 6/15
Managing People & Growth
- Led client services team consisting of 10 direct reports; improved employee Net Promotor Score by 20%.
- Hired eight new employees and mentored entry-level and senior employees from diverse backgrounds during period of rapid growth (company raised $10M+ in VC and doubled headcount from 35 to 70 in one year).

Building Organizational Capacity
- Reorganized three operational teams to ensure functional alignment during rapid growth, resulting in reduced response times, more rapid on-boarding, and increased customer satisfaction.
- Established new processes and metrics across multiple functions to enable performance management.
- Built collaborative and lasting relationships with Sales, Product, and Engineering teams.
- Supervised multiple functions including project management, hardware and software integration, and application support and data quality.

HEALTHCPA (*Privately held firm providing software-enabled claims advocacy for patients*)   San Mateo, CA
Operations & Account Management reporting to co-founders   2/14 – 6/14
Strategic and Operational Support for Executives
- Analyzed patient financial data to extract insights and illustrate HealthCPA efficacy to prospective clients.
- Identified and implemented scalable VoIP phone system to support growing distributed workforce.

ENERNOC (*VC-backed firm providing technology-enabled energy management solutions*)   Boston, MA
Energy Markets Region Lead (7/10 – 6/13) reporting to Senior Director of Energy Markets   2/07 – 6/13
Energy Markets Specialist (7/08 – 7/10) reporting to Senior Manager of Energy Markets
Energy Markets Associate (2/07 – 7/08) reporting to Manager of Energy Markets
Portfolio Management
- Managed four analysts responsible for P&Ls of 10 regional demand response programs, representing a total of $85+MM in annual revenue and including the company's second largest region.
- Developed methodologies for analyzing energy consumption data across thousands of commercial & industrial end-users to optimize revenue and margin while minimizing financial, operational, and compliance risk.
- Provided financial projections and strategic guidance on energy market opportunities and risks to CEO, President, and CFO, directly influencing investments of capital and human resources.
- Member of Financial Operations leadership team responsible for developing and tracking of operational metrics during sustained rapid growth (company grew annual revenues from ~$30M to $300M+ and increased headcount from ~150 to 750+ in six years).

ADDITIONAL INFORMATION

- Awards: EnerNOC Leadership Excellence Award (nominated by management, selected by co-founders)
- Expertise: Team building, professional mentorship & development, process design and improvement
- Interests: Travel (visited three countries, ten states, and five national parks in Fall & Winter 2013), golf, brewing beer, rock climbing, amateur woodworking, wood-smoked BBQ