

# Management Consulting Career Switcher

**SUSAN STUDENT**

204 West 108<sup>th</sup> Street, Apt. 5E

New York, NY 10025

917.555.5370

[SStudent08@gsb.columbia.edu](mailto:SStudent08@gsb.columbia.edu)

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## EDUCATION

- 2006-2008 **COLUMBIA BUSINESS SCHOOL** New York, NY  
**MBA**, May 2008. GMAT: 700  
*Member:* Management Consulting Association, Small Business Consulting Program (Client: Tot Stops, children's apparel startup), Columbia Women in Business, Columbia University's Sexual Misconduct and Assault Panel  
*Elected/ Appointed:* Cluster Career Representative, Co-Director of Media and Marketing for The Columbia University Pediatric Brain Tumor Research Fund
- 1997-2001 **YALE UNIVERSITY** New Haven, CT  
**BA**, Economics, May 2001, Distinction in Economics. Cumulative GPA: 3.6. Economics GPA: 3.7  
*Honors Awarded:* Pro Bono Publico Prize, Class of 1955 Fellowship, James and Donald H. Sheridan Scholarship

## EXPERIENCE

- Summer 2006 **CITIGROUP – CORPORATE AND INVESTMENT BANK** New York, NY  
**Summer Associate, Risk Management/Retail Distribution Committee (RDC)**
  - Assessed the complexity of retail structured products against the clients' need for product risk transparency. Enhanced firm's management of its reputational risk by redefining the two client categories into three
  - Analyzed performances of RDC-approved commodity-linked products. Compared investors' end payout to the investment strategy. Results highlighted the tradeoffs between principal protection and low knock-outs
  - Established and implemented a written record of RDC risk management processes and approval controls
  - Prepared monthly updates for senior management on retail demand trends across geographic regions
  - Reviewed all capital market proposals for retail structured products. Transactions averaged \$15M in value
- 2005 **UNIVERSAL PICTURES/FORWARD PASS** Miami, FL  
**Chinese Interpreter, *Miami Vice* Feature Film Production**
  - Interpreted for acclaimed director, producer, and writer Michael Mann and lead actress Gong Li
  - Collaborated with Gong Li on character development and script revisions. Screened and interviewed successful businesswomen for actress' character research as the head of a money laundering operation
- 2004-2005 **SONY PICTURE ENTERTAINMENT** Los Angeles, CA  
**Chinese Interpreter, *Memoirs of a Geisha* Feature Film Production**
  - Worked exclusively with Academy Award-nominated director Rob Marshall. Interpreted all communication between Rob Marshall and lead actresses, Ziyi Zhang and Gong Li
- 2002-2004 **IGEN INTERNATIONAL/MESO SCALE DIAGNOSTICS (MSD)** Gaithersburg, MD  
**Business Development Analyst**
  - Engaged executives at in vitro diagnostic health care companies to explore potential partnerships and joint ventures. Led cross-functional meetings with partner companies' senior business development, sales and marketing, finance, and R&D representatives. Efforts produced three prospective deals, valued \$10M each
  - Created competitive landscapes for various industries. Designed financial models to evaluate the potential in those markets. Advised MSD management on positioning, possible partners, project scopes, and financial considerations. Upon management approval, pursued and developed partner relationships
  - Negotiated all non-intellectual property legal agreements, such as HR, credit, and operational agreements. Pursued differentiated contracts based on level and type of service. Reduced fees paid by about 12%
- 2001-2002 **CITIGROUP/SALOMON SMITH BARNEY (SSB)** New York, NY  
**Analyst, Global Health Care Investment Banking**
  - Authored strategic presentations to health care distribution clients for team managing director's review
  - Helped plan and oversee 2001 SSB Health Care Conference, in which over 200 companies participated
  - Studied and summarized findings of increasing leverage in the health care services industry. Conclusions presented to health care services clients as support for increased debt offerings

## ADDITIONAL INFORMATION

Fluent in Mandarin Chinese; Legal Guardian/Primary Caretaker to younger siblings since 2002; Member of Columbia Women's Touch Rugby Team; I-Prep Volunteer; Enjoy crossword puzzles and *Food Network*

**JENNIFER SMITH**  
101 Main Street  
Athens, GA, 30601  
212.867.5309  
JSmith08@gsb.columbia.edu

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## EDUCATION

- 2006-2008 COLUMBIA BUSINESS SCHOOL** **New York, NY**  
MBA, May 2008  
**Elected:** Cluster Community Representative; AVP, Community Interest Club; AVP, Geographic Interest Club  
**Active Member:** Management Consulting Association, Columbia Women in Business, Social Enterprise Club  
**Project Experience:** Team Leader, Small Business Consulting Program project
- 2004-2005 OXBRIDGE UNIVERSITY** **Oxbridge, UK**  
MA, Development Studies, September 2005  
**Awarded:** High Merit for MA Thesis outlining a new impact framework for Afghan refugee remittances  
**Selected:** Research Assistant, Bank of Turkey; Developed and executed a regression-based study investigating effect of corporate governance structures on performance of newly-privatized Turkish companies
- 1997-2001 AMERICAN UNIVERSITY** **Washington, D.C.**  
BA, Economics and Sociology, May 2001  
**Awarded:** ADHPM National Scholarship for academic excellence and community leadership

## EXPERIENCE

- 2005-2006 MICROFINANCE NONPROFIT ORGANIZATION** **Washington, D.C.**  
**Advisor, Microfinance Strategy, Executive Group**
  - Built and piloted a new performance management and impact assessment tool used daily by senior management
  - Led a team of 3 in evaluating business environment for 20+ countries to assess new market entry potential
  - Performed industry best practices analysis; assessed strategies of 50+ competitors and determined applicability
  - Projected financials of affiliates to identify financing gaps that could impede individual growth strategies
  - Conducted a benchmarking study to determine optimal levels of outreach, profitability and efficiency
  - Determined the potential impact on revenue of adding new financial services to \$94 MM loan product portfolio
- 2002-2004 MULTILATERAL LENDING ORGANIZATION** **Washington, D.C.**  
**Junior Professional Associate, Economic Development & Poverty Reduction, Regional Unit**  
*Awarded MLO Speck Award in 2003 recognizing "extraordinary efforts, above and beyond normal working responsibilities," sole Junior Professional Associate recipient in unit*
  - Designed a \$75 MM Emergency Recovery Operation, a \$9.5 MM Education Development Project and a \$3 MM Economic Recovery Operation as part of a 5 person regional strategy team
  - Supervised implementation of a \$3 MM Economic Recovery Operation at client site over a 2 month period
  - Initiated design and managed implementation of new petroleum pricing mechanism in client country
  - Restructured Public Sector Investment Portfolios of 5 Caribbean clients, improving implementation rate by 81%
  - Led team of researchers in providing analytics, research and writing support for 2 regional strategy papers
  - Managed cross-sector team of senior staff to determine ratings of client countries, linked to grant funding
  - Forecasted key economic and socioeconomic indicators for 6 clients as a liaison to respective central banks
  - Provided regression-based analytics and qualitative research for country strategy papers and economic studies
- 1999 MULTILATERAL LENDING ORGANIZATION** **Washington, D.C.**  
**Summer Research Assistant, Office of the Chief Economist**
  - Composed literature reviews on international development topics for senior staff
  - Created Chief Economist's speaking points and power point presentations for speeches

## ADDITIONAL INFORMATION

**Languages:** Fluent in English and Turkish, Proficient in Spanish, Classroom study of Standard Arabic  
**On-site Country Work Experience:** Dominica, Dominican Republic, Grenada, Guatemala, Jamaica, St. Lucia, St. Kitts and Nevis, St. Vincent and the Grenadines, Turkey, United Kingdom, United States  
**Community Service:** Organize and manage community service events for group of 60 CBS students